

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

The Problem of the Grain Surplus

The Government in the Seed Business

Members Pay Nine Cents Extra to Market
Through Pool

Concrete Elevators Not Always Fireproof

Shipper's Weights and Grades Mean Just That

Storage or Sale in Nebraska

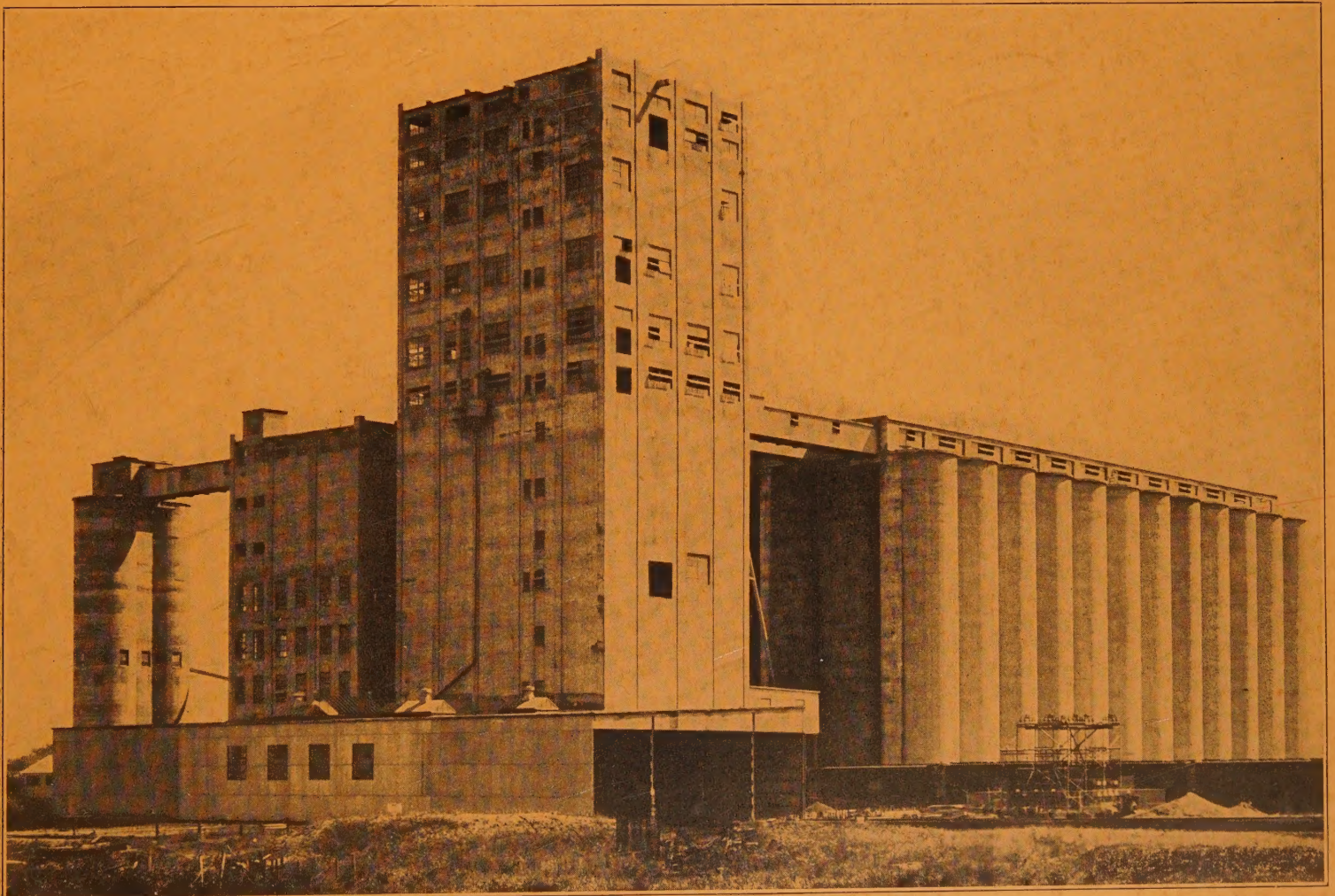
Future of the Line Elevator Business

Conference on Seed Certification

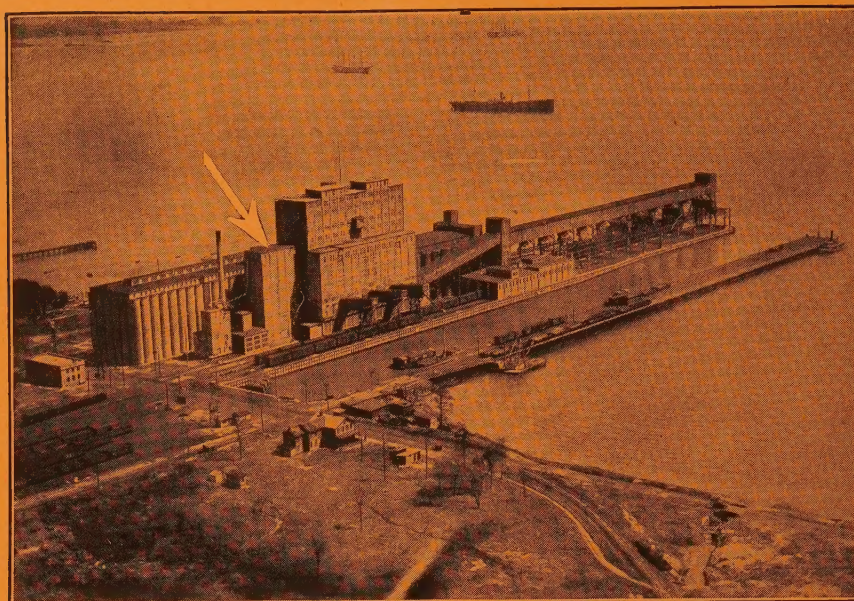
New England Grain Dealers Organizing

Another Leaning Elevator Razed

Are State Weights Evidence for Claims?



The Three Million Bushel Concrete Elevator of the A. E. Staley Mfg. Co., at Decatur, Ill., is Complete in Every Department.



Eight 500 bushel Morris Grain Driers

Morris *Dust Collecting* Automatic Grain Drier

Uses fresh air in both drier and cooler.
Automatically regulates the flow of grain.
Every kernel gets the same uniform treatment.
Strength of air current adjustable to provide maximum amount for any grain, light or heavy.
Removes and collects dust from drier building.
Prevents the danger of dust explosions and fire.
Only fresh air enters the drier house, ending the dust nuisance.

Detailed information gladly sent upon request

Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.
Minneapolis Minn. Great Falls Mont.
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.*
Beasley Grain Co., J. N., grain and seeds.*
Great West Mill & Elev. Co., millers, grain dlsr.*
Hardeman-King Co., millers and grain dealers.*
Kearns Grain & Seed Co., grain, field seeds.*
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

BALTIMORE, MD.

Chambers of Commerce Members.
Beer & Co., Inc., E. H., grain, hay, seeds.*
Lederer Bros., grain receivers.*

BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.*
Hasenwinkle-Scholer Co., corn and oats.*

BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.*

BUFFALO, N. Y.

Corn Exchange Members.

Hannon, Harry J., brokerage exclusively.
Leeson Grain Co., Inc., consignments.
McKillop, Inc., J. G., consignments.*
Sunset Feed & Grain Co., Inc., feed and grain.*

BUTLER, PENNA.

Klingler & Company, H. J., buckwheat and grain,
kiln-dried buckwheat flour.

CAIRO, ILL.

Board of Trade Members.

Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

Wilder-Murrell Grain Co., track buyers grain and seeds.*

CHICAGO, ILL.

Board of Trade Members.

Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Harwood Co., grain commission.*
Chicago Grain & Salvage Co., salvage grain.
Clement, Curtis & Co., members all exchanges.*
Cross, Roy, Eberhart & Harris, grain commission.*
Dele & Co., J. H., grain and seeds.*
Harris, Winthrop & Co., grain commission.*
Holt & Co., Lowell commission, grain and seeds.
Hulburd, Warren & Chandler, stocks, bonds, grain, ctn.
Lamson Bros. & Co., consignments solicited.*
Logan & Bryan, grain, stocks, provisions.
McKenna & Strasser, commission merchants.*
Norris Grain Co., grain merchants.*
Pope & Eckhardt Co., commission merchants.*
Rumsey & Co., grain commission.*
Rural Grain Co., consignments.*
Shaffer Grain Co., J. O., grain merchants.*
Stratton Grain Co., grain merchants.*

CINCINNATI, O.

Grain & Hay Exchange Members.

Cleveland Grain & Mfg. Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.*
Granger & Co., Dan. B., commission, grain and hay.*
Scholl Grain Co., grain merchants.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.*
Cleveland Grain & Milling Co., The, recvrs. & shprs.*
Shepard, Clark & Co., grain merchants.*

DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.*
Dal-Tex Grain Co., stock and poultry feed.
Doggett Grain Co., wholesale grain.
Finley, W. H., wholesale grain broker.

DANA, IND.

White, E. O., buyer all grades salvage grain.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

*Members Grain Dealers National Association.

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Houlton Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.
Farmers Union M. & E. Co., millers, grain merchants.
Rocky Mountain Grain Co., export and domestic grain.*

DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.*

DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.*
Lockwood Grain, Inc., merchants.*

DETROIT, MICH.

Board of Trade Members.

Caughey Co., Frank T., grain and field seeds.*
Blinn, Fred W., grain dealers.*

ENID, OKLAHOMA.

Grain Exchange Members

Enid Terminal Elevator Co., public storage.*
Union Equity Exchange.

FORT DODGE, IOWA

Mulholland Grain Co., grain merchandisers.

FORT MORGAN, COLO.

Lieber Grain Co., export & mlg. wheat, coarse grain.*

FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.
Bennett & Co., Jas. E., grain, stocks, provisions.*
Carter Grain Co., C. M., brokerage, consgmts.*
Clalborne, H. L., mgr. J. S. Bache & Co., futures.
Dorsey Grain Co., strictly brokers, consignments.
Ft. Worth Elevators Co., gr. merchants, pub. storage.
Federal Commission Co., brokers, consgmts.*
Gladney Grain Co., consignments.
Isbell Grain Co., grain merchants.
Kimball Milling Co., grain merchants, pub. storage.
Ralston Purina Co. of Texas, feed.
Rogers Co., E. M., strictly bkg. and consignments.*
Transit Grain & Com. Co., consignments, brokerage.*
Tillery Grain & Com. Co., export, bkgm. consgmts.*
Universal Mills, "Superior Feeds."
West Grain Co., consigns., merchants, brokers.

GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.*
Shaw, Thomas F., export grain.*

GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HASTINGS, NEBR.

Howard, W. A., grain broker.

HOUSTON, TEXAS.

Merchant Exchange Members.

American Mill Flour Mills, mlg. gr., exporters.
Beatty-Archer Co., grain brokers only.*
Downman Grain & Hay Co., E. C., gr., fd., hay.*
Rothschild Co., S., grain, c/s products, rice, u/p.*
South Texas Grain Co., grain & feed.*

INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.*
Hart-Malibuher Co., grain merchants.*
Kinney Grain Co., H. E., receivers and shippers.*
Montgomery & Tompkins, receivers and shippers.
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Davis Grain Co., A. C., grain commission.
Davis-Hunt Grain Co., consignments, futures.
Davis-Noland-Merrill Grain Co., grain merchants.*
Denton Grain Co., Oliver, consignments.*
Ernst Davis Commission Co., consignments.
Lichtig & Co., H., kafir, milo, screenings.
Logan Bros.-Hart Grain Co., receivers and shippers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., wheat, oats, barley, corn.*
Rocky Mountain Grain & Com. Co., consignments.
Scouler-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.
Uhlmann Grain Co., grain merchants.*
Uddike Grain Corp., consignments.
Wolcott & Lincoln, consignments, futures.*
Wilser Grain Co., consignments.*
Wyandotte Elevator Co., grain merchants.*

LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.*

LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd

LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvrs., shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Kentucky Public Elevator Co., stores and shippers.*
Thomson Elevator Co., grain dealers.
Zorn & Co., S., receivers and shippers.*

MCKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.*
U. S. Feed Co., grain, hay, millfeed.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.*
Kamm Co., F. C., grain shippers.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members

Archer-Daniels-Midland Co., grain dept.
Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Fraser-Smith Co., grain merchants.*
Hallett & Carey Co., grain merchants.*
Hiawatha Grain Co., screenings.*
Scroggins Grain Co., grain merchants.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain and feed.*
Van Dusen-Harrington Co., grain merchants.*

NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.
Jones & Co., M. B., buyers—quote us.*
Therrien, A. F., broker.

NORTH PLATTE, NEBR.

Leyboldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.
Bennett & Co., Jas. E., grain, stocks, provisions.
Hardeman-King Co., millers, grain dealers.*
Jackson Grain Co., grain merchants.
Mid-State Grain Co., The, grain & feed mchts.
Polson Grain Co., mill wheat specialists.
Scannell Grain Co., E. M., grain and feed.
Stinnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.
White Grain Co., wheat, corn, oats, kafir.*
White-Richert Grain Co., coarse grain, field seeds.
Winters Grain Co., grain merchants.

OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.*
Trans-Mississippi Grain Co., receivers and shippers.*
Uppike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., O. H., grain commission.
Luke Grain Co., grain commission.*

PEORIA (Continued)

Miles, P. B. & C. O., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.*

SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.*

ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingsuffs, grain, seeds.*
Hall Grain Co., Marshall, grain merchants.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.*
Custenborder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.*

TOLEDO, O.

Produce Exchange Members.

Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Zahn & Co., J. F., grain and seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*
Kansas Terminal Elvtr. Co., gr. mchts., public storage.

WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.*

WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.
Baker Grain Co., The A. F., wheat, corn, oats, kafir.
Blood Grain Co., I. H., receivers and shippers.
Brady Grain Co., consignments.
Craig Grain Co., The, grain merchants.
Kelly Grain Co., Edw., mlg. wheat a specialty.
Smith-McLinden Grain Co., wheat, corn, oats, kafir.
Wichita Terminal Elvtr. Co., general elvtr. business.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whirs, gr. and seeds.*

*Members Grain Dealers National Association.

Board of Trade
Members

PEORIA

Board of Trade
Members

P. B. Miles
and
C. C.

Established - 1875
Incorporated - 1910

Peoria, Illinois

Handling Grain on Commission
Our Specialty

Turner-Hudnut Company

Receivers **GRAIN** Shippers

42-47 Board of Trade

Rumsey, Moore & Co.

Solicits Your Consignments

Board of Trade Peoria, Ill.

W. W. DEWEY & SONS

COMMISSION MERCHANTS

33-35 Board of Trade PEORIA, ILL.

There is no better time to advertise than the present. Better start before your competitor writes the JOURNAL today.

Merchants Exchange
Members

ST. LOUIS

Merchants Exchange
Members

PICKER & BEARDSLEY COMMISSION CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"
GRAIN, HAY, GRASS SEEDS, KAFIR, MILO

125 MERCHANTS EXCHANGE BLDG.

ST. LOUIS, MO.

Nanson Commission Co. GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

LANGENBERG BROS. GRAIN CO. St. Louis

Established 1877

New Orleans

**You Can Sell
Your Elevator**

by advertising directly
to people who want to
buy, by using a

**Grain Dealers Journal
Want Ad.**

Board of Trade
Members

CHICAGO

Board of Trade
Members

Special Wire and Salesman Service

LAMSON BROS. & CO.

166 W. Jackson Blvd. Chicago, Ill.

**WHEAT, CORN
OATS, RYE
BARLEY, SEED**

Rural Grain Co.

Solicits Your
CONSIGNMENTS
and GRAIN to ARRIVE
at
CHICAGO
58 Board of Trade
ST. LOUIS **PEORIA**
ERNEST V. MALTBY, Mgr.

CARHART CODE HARWOOD CO.

Grain Commission
Board of Trade **CHICAGO**

*We want your business not later
—but today*
Especially Consignments
GRAINS ALL WAYS
McKENNA & STRASSER
60 Board of Trade, Chicago

Cross, Roy, Eberhart & Harris

Incorporated
Postal Telegraph Building, Chicago
GRAIN COMMISSION
*We Specialize in Hedging and Spreading Operations
Between Terminal Grain Markets*

CHICAGO GRAIN & SALVAGE CO.
Dealers in
Salvage Grain
Grain, Feeds, Etc.
WRITE OR WIRE
1911 N. Laramie Street **Chicago**

RUMSEY & COMPANY

COMMISSION MERCHANTS
Board of Trade **Chicago, Illinois**

E. W. BAILEY & CO.

72 Board of Trade, **CHICAGO**
Commission Merchants
Receivers and Shippers of
GRAIN, SEEDS, PROVISIONS

For Best Results Ship Your Grain and Seeds to
J. H. DOLE & COMPANY

RECEIVERS AND COMMISSION MERCHANTS
327 South La Salle Street **CHICAGO, ILL.**

J. C. SHAFFER GRAIN CO.

Grain Merchants
111 W. Jackson Boulevard
Chicago, Ill.

JOHN E. BRENNAN & CO. **GRAIN and SEEDS**
COMMISSION MERCHANTS **CHICAGO**

Clement Curtis & Co.

The Rookery Bldg., Chicago
Members of all principal Exchanges.
Private wire service to all leading cities
in this country.

Harris, Winthrop & Co.

11 Wall Street, New York
The Rookery, Chicago
GRAIN COMMISSION
Members of Principal Exchanges

LOGAN & BRYAN

4th FLOOR, BANKERS BLDG., **CHICAGO**
Branch Office, Congress Hotel
BROKERS
Stocks, Bonds, Cotton, Grain, Copper
Sugar, Cotton Seed Oil, Provisions
Private Wires Atlantic to Pacific

Established Over Forty Years

Hulburd, Warren & Chandler
208 S. La Salle St., Chicago
Stocks Bonds Grain Cotton

POPE & ECKHARDT CO.

COMMISSION MERCHANTS
111 W. Jackson St. *Consignments and your offers of Grain To
Arrive will always receive close attention.*

BARTLETT FRAZIER Co. **GRAIN MERCHANTS**
F. C. Austin Bldg.
CHICAGO

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting.
After you have read them, consider carefully whether you are not better off with
the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

**Clark's Car Load
Grain Tables**

Eighth edition, revised and enlarged, shows the
following range of reductions of pounds to
bushels by fifty pound breaks.

| | | | |
|--------|-----------------|------|------------------|
| 20,000 | to 107,950 lbs. | to b | shels of 32 lbs. |
| 20,000 | " 74,950 | " | " 34 " |
| 20,000 | " 96,950 | " | " 48 " |
| 20,000 | " 118,950 | " | " 56 " |
| 20,000 | " 118,950 | " | " 60 " |

Pounds in red ink; bushels in black. L nen
ledger paper reinforced, bound in flexible kara-
tol with marginal index. Price \$2.50, weight
6 ozs.

GRAIN DEALERS JOURNAL
309 So. La Salle Street **CHICAGO, ILL.**

Stratton Grain Company

Grain Merchants

Continental Bank Building
Chicago, Ill.

Board of Trade
Members**KANSAS CITY**Board of Trade
MembersHandling
Consignments
and Futures
49 Years**B. C. Christopher & Co.**

KANSAS CITY MO.

Buyers and
Shippers Kaffir,
Feterita, Milo
Maize, Mill Feed**DAVIS-NOLAND-MERRILL GRAIN CO.**Board of Trade
Kansas City, Mo.

Operating

SANTA FE ELEVATOR "A"
6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

Buyers—Sellers
WHEAT . CORN
OATS . BARLEY
CONSIGNMENTS
MILL ORDERS**UHLMANN GRAIN CO.**Board of Trade - - Kansas City
87 Board of Trade - - Chicago
N. P. Anderson Bldg. - Fort Worth, Tex.
Produce Exchange - New York City
Operators of Katy Elevator, 2,300,000
bushels capacity, at Kansas CityWHEAT
and
OATS**NORRIS GRAIN CO.**

Norris Elevator—Murray Elevator

CORN
and
BARLEY**SHANNON GRAIN COMPANY**
CONSIGNMENTS

1124 Board of Trade KANSAS CITY, MO.

CONSIGNERNST-DAVIS COM. CO.
Kansas City**A. C. DAVIS GRAIN CO.**Grain Commission
Mill Orders a Specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A**WOLCOTT & LINCOLN**Incorporated
Operating Alton Elevator
CONSIGNMENTSFuture orders executed in all markets
1407-10 Board of Trade, Kansas City
Hutchinson, Kans. Salina, Kans.
Wichita, Kans. Pratt, Kans.**SCOLAR BISHOP GRAIN CO.**
Kansas City CONSIGNMENTS OmahaProduce Exchange
Members**TOLEDO**Produce Exchange
Members**J. F. ZAHM & CO.**
TOLEDO, OHIOYour consignments and orders for future
solicited in either
GRAIN OR SEEDS
TOLEDO OR CHICAGO**SOUTHWORTH'S WEEKLY REVIEW**Covers GRAIN, SEED AND COTTON
It is FREE to all within our business range
SOUTHWORTH & CO., TOLEDO, OHIO**JOHN WICKENHISER & CO.**
Wholesale Grain Dealers
TOLEDO, OHIOWe make track bids and quote delivered
prices. Solicit Consignments of Grain and
Clover Seed. Members Toledo Produce
Exchange and Chicago Board of Trade.Chamber of Commerce
Members**MINNEAPOLIS**Chamber of Commerce
Members**HALLET & CAREY CO.**

Grain Merchants

Minneapolis Duluth Winnipeg

CEREAL GRADING COMPANY
CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.**GRAIN**We Buy, Sell, Store and Ship all Kinds of Grain, Choice
Milling Wheat and Rye Selected by Expert Buyers.
Own and Operate Elevator "L"**Fraser-Smith Co.**
GRAIN

Minneapolis - Milwaukee Cedar Rapids

CORN - OATS - BARLEY - RYEFor Prompt Shipment in any Quantity
**The VAN DUSEN-
HARRINGTON CO.**

MINNEAPOLIS DULUTH

McCABE BROS. CO.
GRAIN COMMISSION

Minneapolis - Duluth - Winnipeg

DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

Houlton Grain Co.

*Wholesale Grain.
Get in touch with us.*

O. M. Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain.

Farmers Union Mlg. & Elev. Co.

*Wholesale Grain and Feed.
38th and Wynkoop Sts.*

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Produce Exchange
Members

NEW YORK

Produce Exchange
Members

L. W. FORBELL & CO.

*Strictly Commission Merchants
Specialists in WHEAT, CORN, OATS
Consignments Solicited
340-342 Produce Exchange, NEW YORK, N. Y.*

Buyers—Quote Us

M. B. JONES & CO.

Produce Exchange. New York, N. Y.

Send Your Offerings to

The Abel-Whitman Co., Inc.

Grain — Feed — Brokerage
511 Produce Exchange, New York, N. Y.

Chamber of Commerce
Members

CINCINNATI

Chamber of Commerce
Members

SCHOLL GRAIN CO.

Grain Merchants

THE EARLY & DANIEL CO.

RECEIVERS & SHIPPERS

STORAGE CAPACITY 2,500,000 BUSHELS

Corn Exchange
Members

BUFFALO

Corn Exchange
Members

J. G. McKILLEN, INC.

RECEIVERS

Consignments a Specialty
BUFFALO NEW YORK

LEESON GRAIN CO., INC.

Buffalo, N. Y.

Returns within 24 hours after grain is unloaded
We Solicit Your Consignments

"All Your Needs in Grain and Feeds"

**SUNSET FEED AND
GRAIN CO. Inc.**

Chamber of Commerce :: Buffalo, N. Y.
CONSIGNMENTS SOLICITED

Grain and Hay
Exchange Members

PITTSBURGH

Grain and Hay
Exchange Members

HARPER GRAIN CO.

Wabash Building

*Modern elevator facilities
at your command.*

JESSE C. STEWART CO.

GRAIN and FEED

Own and Operate the
IRON CITY GRAIN ELEVATOR
PITTSBURGH, PA.
Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872

R. S. McCAGUE, Ltd.

Receivers and Shippers

Corn, Oats, Hay and Mill Feed
PITTSBURGH, PA.

OUR advertisers are helping us to improve Grain Trade conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

New Riegel, O.—The Grain Dealers Journal certainly is good reading and I could not tell you how to improve it.—Chas. M. Wagner.

Grain Exchange
Members**OMAHA**Grain Exchange
Members

Corn—Wheat—Natural and Sulphured Oats and Barley
RECEIVERS and SHIPPERS
UPDIKE GRAIN CORPORATION
Elevator Capacity 4,600,000 Bushels
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN

GROWELL ELEVATOR COMPANY
OMAHA
Receivers and Shippers
GRAIN
Consignments Solicited

RECEIVERS, SHIPPERS AND BROKERS

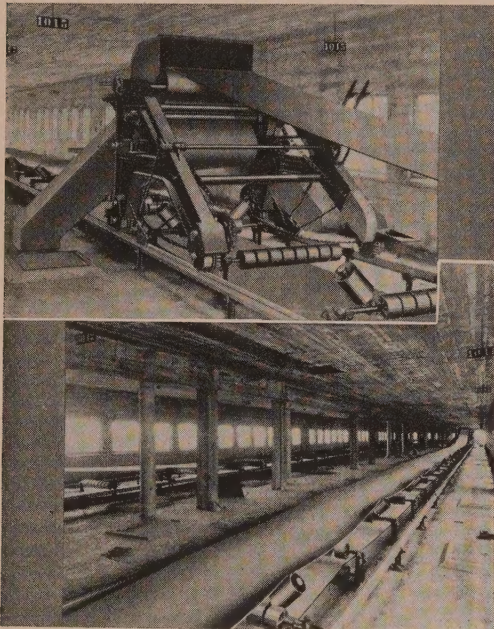
E. A. Grubbs Grain Co.
Milling Wheat Corn Oats
Wire for Prices
Greenville - Ohio

E. H. BEER & CO., INC.
Successors to
Chas. England & Co., Inc.
GRAIN—HAY—SEEDS
Commission Merchants
308-310 Chamber of Commerce, Baltimore

STANDARD COMMISSION CO.
BROKERS
Grain, Mill Feed, Mixed Feed Ingredients
EXCHANGE BUILDING MEMPHIS

GORDON GRAIN CO.
CONSIGNMENT SPECIALISTS
ST. JOSEPH, MO.

WE BUY
SALVAGE GRAIN
and are in position to use any grade in-
cluding the extreme wet, sour salvage
E. O. WHITE - Dana, Ind.



EHRSAM

TIMKEN-BEARING EQUIPPED CONVEYORS

and

HEAVY-DUTY SELF-PROPELLING TRIPPERS

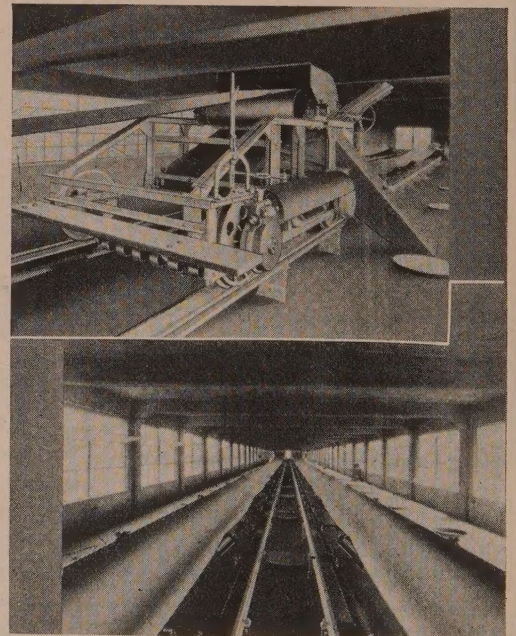
Just Installed

in **PROMINENT ELEVATORS**

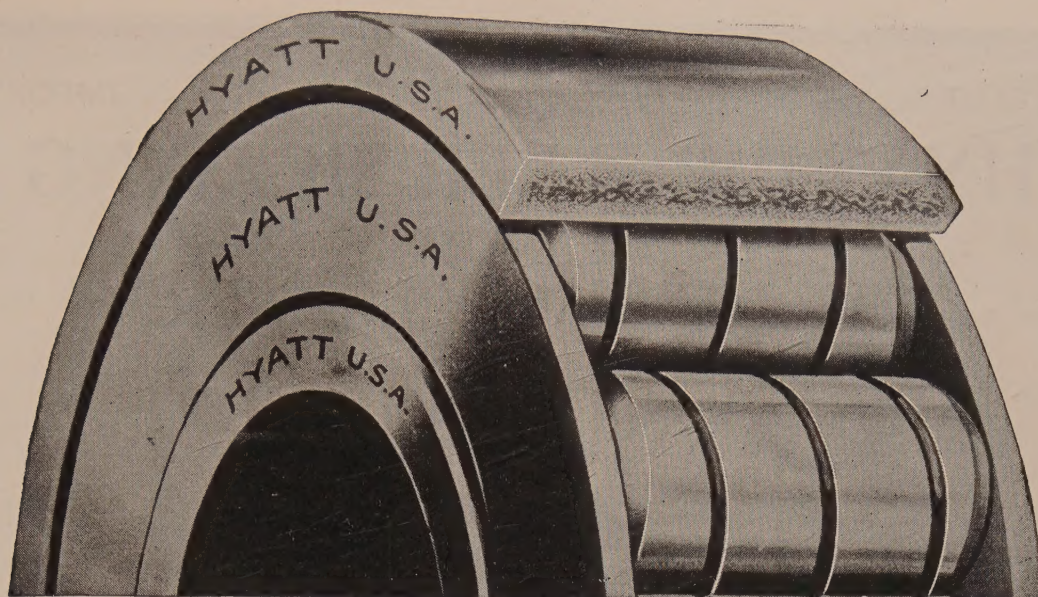
Direct reference as to the superiority of "Ehsam" Timken bearing equipped conveying equipment and the "Ehsam" Heavy-duty self-propelling Tripper, will be given to anyone upon request.

J. B. EHRSAM & SONS MFG. CO.
ENTERPRISE, KANS.

Manufacturers of machinery for grain elevators, flour mills, cement plaster mills, salt plants, coal handling and rock crushing systems, fertilizer factories, power transmission, elevating and conveying equipment.

**DO IT NOW**

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



Hyatts Minimize Maintenance

IN the modern development of grain elevator equipment Hyatt Roller Bearings have reduced maintenance costs so completely that the whole industry is taking up Hyatt economies and performance.

Experience has shown that their only attention and expense are infrequent applications of lubricant. Housings are sealed against grit, dirt, wear and breakdowns. Repairs and replacements are unusual.

Hyatt bearings roll with watch-like precision—yet absorb vibration, and quickly adjust themselves to irregularities of the equipment and its load. They relieve the strain of starting loads on gears and motors.

Year after year, under the most abusive conditions, in every phase of grain elevator service, Hyatts are cutting overhead and eliminating delays. You, too, can reduce your production and maintenance costs with Hyatts.

HYATT ROLLER BEARING COMPANY

Newark

Detroit
PhiladelphiaChicago
OaklandPittsburgh
Cleveland

Worcester

HYATT
ROLLER BEARINGS
PRODUCT OF GENERAL MOTORS

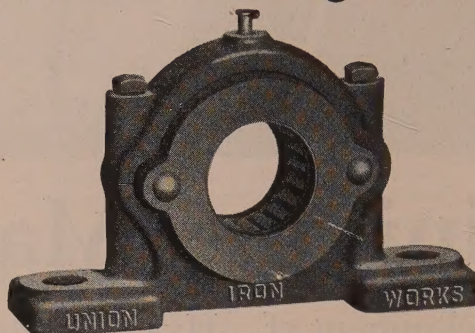
IMPORTANT

ANNOUNCING

IMPORTANT

HYATT ROLLER BEARING

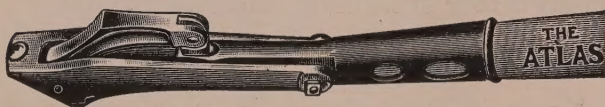
WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin



DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

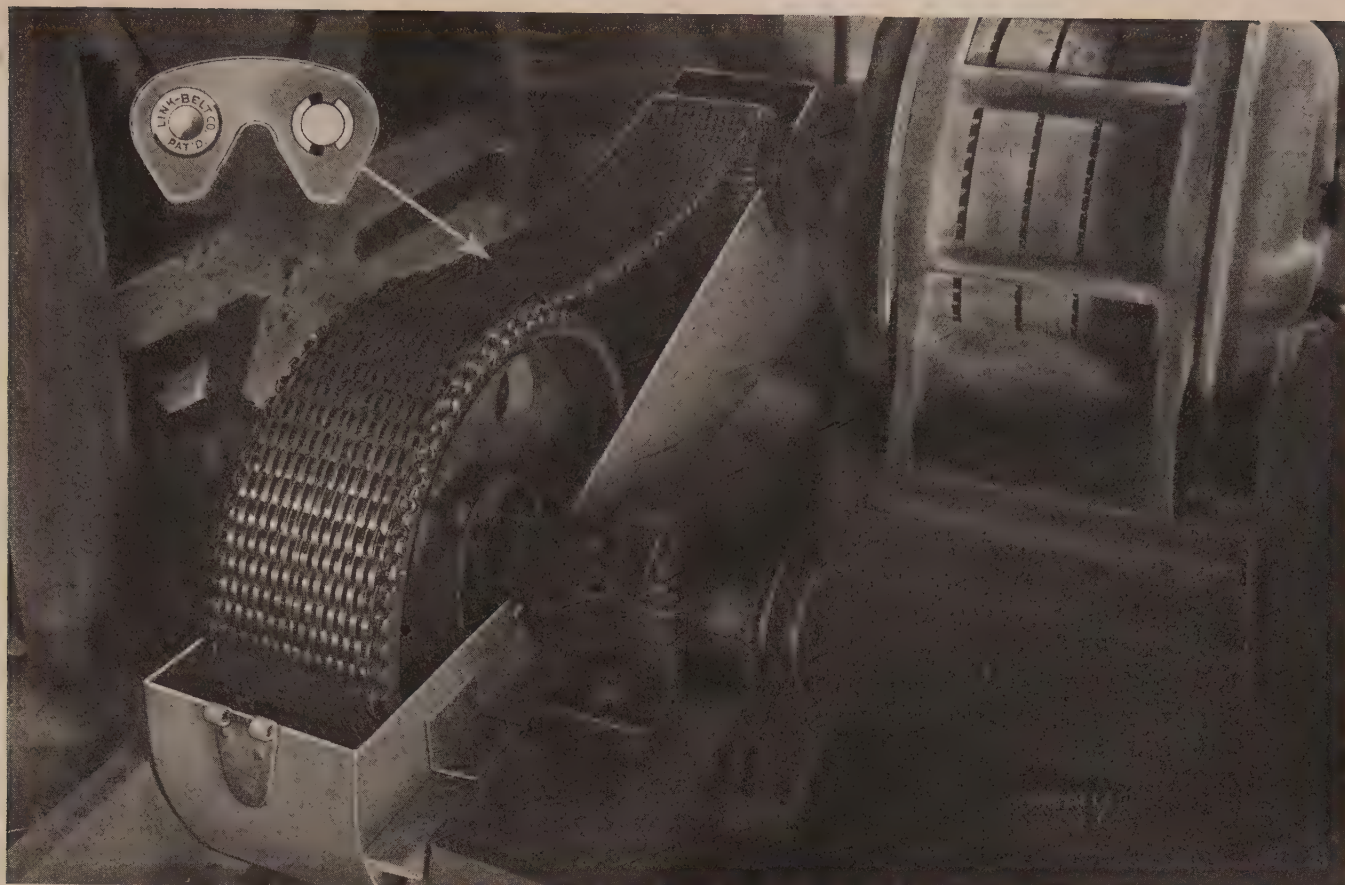
The Day Company

Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.

U MAY

find a grain elevator to your liking in the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago, Ill.; but, if you do not, you can surely find what you want by telling our readers your wishes thru our "Elevators Wanted" columns and thereby learn of some rare bargains which are not now advertised.



25 H. P. Link-Belt Silent Chain Drive at the Liberty Elevator of the Liberty Mills Company, San Antonio, Texas

The Efficient Way to Harness Power to the Machine

**Flexible as a Belt—Positive as a Gear—More Efficient than Either
98.2% efficient on actual test**

LINK-BELT Silent Chain Drives are made in sizes from $\frac{1}{4}$ to 1000 H. P. and over. Drives $\frac{1}{2}$ to 15 H. P. carried in stock in many

cities. Send for a copy of our Silent Chain Data Book No. 125; also a copy of our Stock List No. 725.

LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

3065-A

CHICAGO, 300 W. Pershing Road

INDIANAPOLIS, P. O. Box 85

PHILADELPHIA, 2045 Hunting Park Ave.

Ashland, Ky. - 100 W. Winchester Ave.
Atlanta - 511 Haas-Howell Bldg.
Birmingham, Ala. - 229 Brown-Marx Bldg.
Boston - 1103-4 Statler Bldg.
Buffalo - 554 Ellicott Square
Charlotte, N. C. 908 Commercial Bank Bldg.

Cincinnati - 419 Union Central Bldg.
Cleveland - 527 Rockefeller Bldg.
Dallas, Texas - 1221 Mercantile Bank Bldg.
Denver - 520 Boston Bldg.
Detroit - 5938 Linsdale Ave.
Huntington, W. Va. - Robson-Prichard Bldg.

Kansas City, Mo. - R. 436, 1002 Baltimore Ave.
Louisville, Ky. - 349 Starks Bldg.
Milwaukee - Room 1403, 425 E. Waver St.
Minneapolis, Minn. - 418 S. Third St.
New Haven, Conn. - 152 Temple St.
New Orleans - 504 New Orleans Bank Bldg.

New York - 2676 Woolworth Bldg.
Pittsburgh - 335 Fifth Ave.
St. Louis - 3638 Olive St.
Utica, N. Y. - 131 Genesee St.
Wilkes-Barre - 826 Second Nat'l. Bank Bldg.

H. W. CALDWELL & SON CO.:—Chicago, Western Ave., 17th and 18th Sts.; New York, 2676 Woolworth Bldg.

LINK-BELT MEESE & GOTTFRIED CO.:—San Francisco, 19th and Harrison Sts.; Los Angeles, 361-369 S. Anderson St.; Seattle, 820 First Ave., S.
Portland, Ore., 67 Front St.; Oakland, Calif., 526 Third St.

In Canada—LINK-BELT LIMITED—Toronto; Montreal; Elmira, Ont.

LINK-BELT

SILENT CHAIN DRIVES

Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

RICHARDSON AUTOMATIC GRAIN SCALES

are adequate because they can, when correctly operated, be found to

1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town movements with supervised honestly-operated Hopper or Track scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper scales at distant terminal within the same tolerance allowed between two carload hopper scales at two of the best markets, provided no leakage, theft or transfer occurs en route.

Equip for honest weighing and get all that's rightfully yours!

RICHARDSON SCALE COMPANY

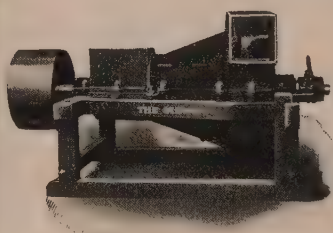
Clifton, New Jersey

CHICAGO

WICHITA

OMAHA

MINNEAPOLIS



SIDNEY

ROLLER-BEARING
CORN
SHELLERS

SAFER TO OPERATE
INCREASED DURABILITY
DEMAND LESS ATTENTION
NEVER-ENDING LIFE
EVERY BEARING SELF-ALIGNING
YOUR POWER BILL REDUCED

DON'T WAIT—WRITE TODAY

Let our representative show you

The Sidney Grain Machinery Co.

Manufacturers and Jobbers of
COMPLETE MILL and ELEVATOR EQUIPMENT
SIDNEY, OHIO

Successors to THE PHILLIP SMITH MFG. CO.

What's Wanted?

The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ills.

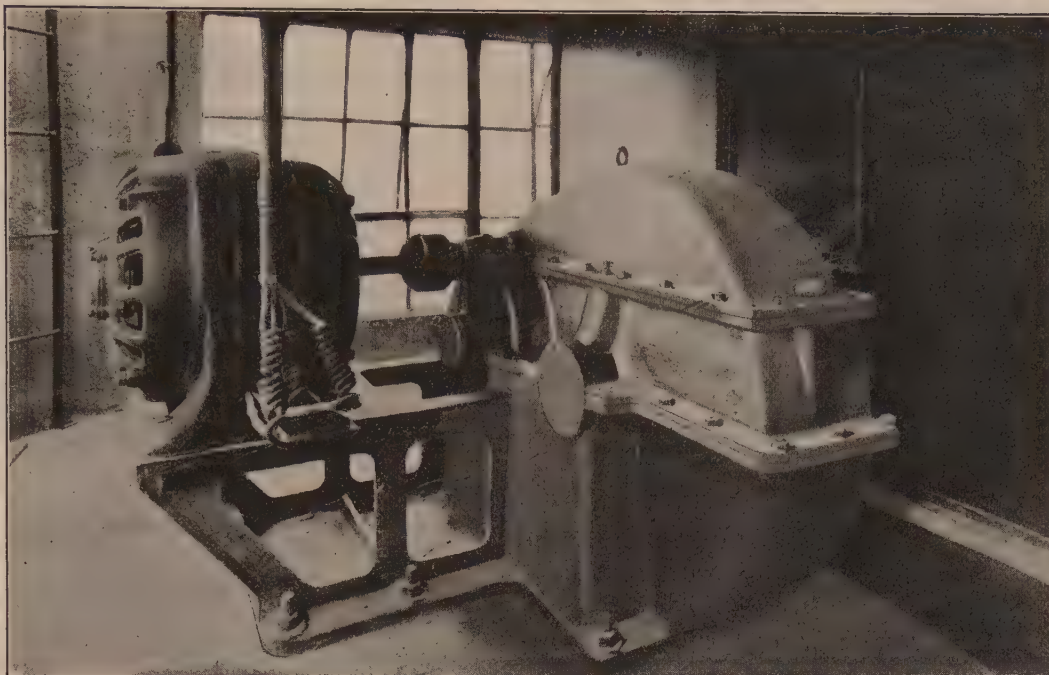
"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

309 So. La Salle St.

CHICAGO, ILLS.



Falk Herringbone Gear Speed Reducer—30 H. P., 1200 to 30 R. P. M.
In the Elevator of the American Maize Products Co., Robey, Indiana

FALK The *New* Speed Reducer

The Falk Speed Reducer that has for years served so faithfully in grain elevators is now produced in standard sizes and ratios, delivered from stock promptly.

Falk Speed Reducers combine those many advantages of economical operation, compact size, perfect lubrication and simplicity that assure constant, faithful service without any attention save the renewal of oil once a year.

Our new bulletin is just off the press. A copy will be sent you on request.

THE FALK CORPORATION

Milwaukee

Wisconsin

Gears — Speed Reducers — Flexible Couplings — Oil Engines

A NEW WAY TO CLEAN GRAIN

WITHOUT CHANGE OF EQUIPMENT
with the
TWIN CITY

EMERSON CYLINDER SEPARATOR

A grain cleaner entirely new in every principle, designed to absolutely meet the demands of the combined grain trade. It should not be confused with the old cockle cylinder separator. The EMERSON cleans wheat, oats, barley, rye, etc., according to weight and length of material, without waste, for commercial purposes. This same machine will also grade these grains according to individual requirements without change of equipment.

EMERSONS are now in daily operation in terminal elevators in Chicago, Kansas City, Minneapolis, Duluth, etc., as well as oat groats plants, malting

**MADE IN FIVE SIZES. ALL STEEL CONSTRUCTION. LOW DEPRECIATION
OPERATING COST SMALL**

Write for Catalog

TWIN CITY SEPARATOR COMPANY

1712 Madison Street N. E.

Minneapolis, Minn.

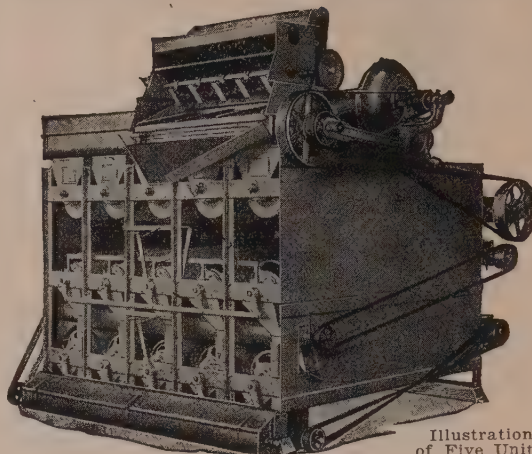
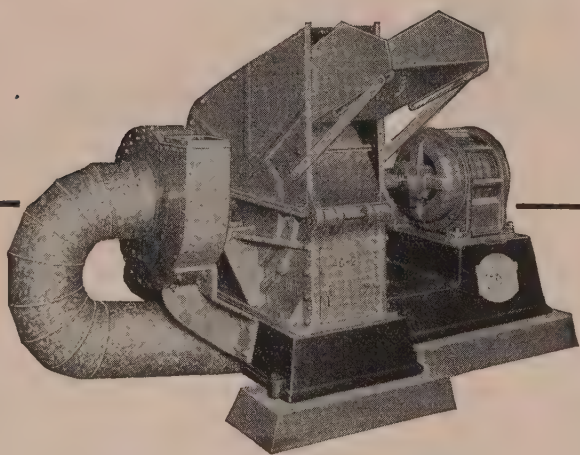


Illustration
of Five Unit
EMERSON Cylinder-Separator.

plants, flour mills, rice mills, in the Middle West, Northwest, South, and along the Pacific Coast, and in hundreds of country elevators in the spring wheat belt.



GRUENDLER— America's Leading Hammer Mill

The GRUENDLER of today is the greatest GRUENDLER ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

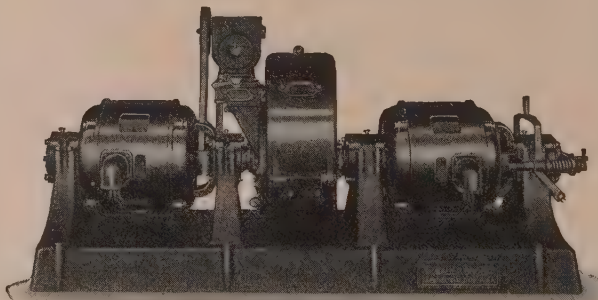
All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest GRUENDLER Feed Mills

Gruendler Patent Crusher & Pulverizer Co.
1103 Landreth Building St. Louis, Mo.

H. Louis Silver, 915 E. 54th St., Indianapolis, Ind.,
District Representative Indiana, Illinois, Michigan.
Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio
Port Huron Machinery Co., Des Moines, Iowa

THE *Bauer* MILL BALL BEARING



Belt or Motor Driven, Seven Sizes
Alemite Lubrication

Suspended Motor Construction

Feeder, Ball Bearing and Noiseless

Ammeter with All Motor Mills

Automatic Quick Release. Pressure Relief Springs
with Adjustable Tension

Write for catalog

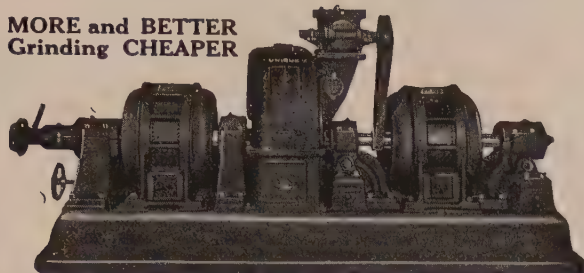
THE BAUER BROS. CO., SPRINGFIELD, OHIO

For Greatest Profit In
Feed Grinding, Employ The

UNIQUE

BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET



Fred Holm
Owner
St. Charles
Minn.

**“First Cost
is only Cost,” says Fred**

Holm of St. Charles, Minn. “Have used my Diamond Mill a year without one penny’s worth of repairs. The quality and variety of feed ground on the Diamond cannot be duplicated by any other mill in America.”

Diamond Attrition Mills



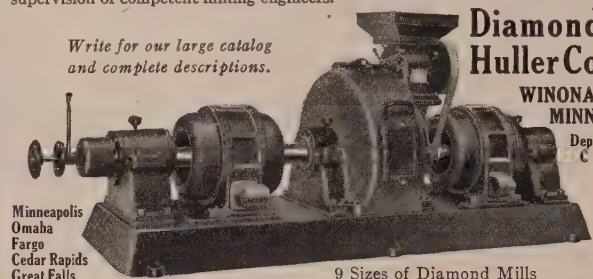
are Ball-Bearing thruout. Belt or motor driven, adjustable for gas, steam or electric power. Made in 9 sizes. Grinding plates are

hard and tough, made by secret processes from special metals. Substantial construction, from best materials obtainable, by skilled mechanics under supervision of competent milling engineers.

Write for our large catalog
and complete descriptions.

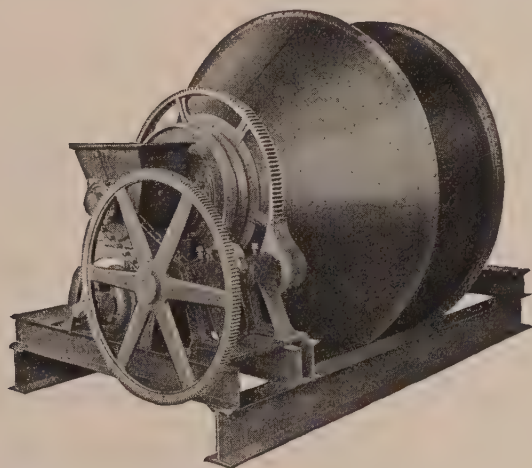
**Diamond
Huller Co.**

WINONA,
MINN.
Dept.
C



Minneapolis
Omaha
 Fargo
 Cedar Rapids
 Great Falls

9 Sizes of Diamond Mills



The New Superior Batch Mixer

All metal construction. Easy to operate and install. Capacities based on light stock. Less power per ton than other mixers. Quick, clean discharge and a perfect mix.

Send for latest catalog.

Munson Mill Machinery Co., Inc.

Since 1825

UTICA, N. Y.

Representatives: Strong, Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.

Munson Mill Machinery Co., Inc.,
Utica, N. Y.
Gentlemen:—Without cost or obligation send literature and prices of the New Superior Batch Mixer
Name.....
Address.....

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER
CONSTRUCTION CO.
North Platte, Nebr.

Plans and Specifications Furnished

GRAIN and COAL ELEVATORS **T. E. IBBERSON CO.** CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

For elevator and mill supplies we
issue a net price catalog. If in the
market write us for one.

L. J. McMILLIN

Engineer and Contractor of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

A. F. ROBERTS
ERECTS Elevators
FURNISHES Corn Mills
Warehouses
Plans
Estimates
Machinery

SABETHA,

KANSAS

Weller Metal Pdts. Co.
Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

E. H. CRAMER

Hampton, Nebraska
Designer and Builder of
Grain Elevators

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

**The Star Engineering
Company**

Specialists in

Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

BIRCHARD
Construction Co.

*Architects and Contractors
Grain Elevators—Mills*

B. SAMPSON Lincoln, Nebr.

**This space
is yours**

If you are the first to apply for it.

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

**Southwestern Engineering
Company**

Designers and Builders

Modern Mills, Elevators
and Industrial Plants
SPRINGFIELD, MO.

DESIGNERS

of Grain Elevators, Flour Mills

*Feed Mills, Warehouses
and Industrial Buildings*

HORNER and WYATT

Board of Trade Bldg. Kansas City, Mo.

It Pays to Plan Before You Build

—First in Enterprise!
—First in Advertising!
—First in Circulation!
—First in News!
The Grain Dealers Journal

C. T. Stevens

C. E. Roop

C. B. Batutio

Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

Mentioning Grain Dealers Journal is the best introduction to our advertisers

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



Santa Fe Elevator "A"

Kansas City, Kans.



Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.

Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



The Genuine Humphrey Elevator

Write for money-making
information

Humphrey Elevator Co.

900 Division St.

Faribault, Minn.

*Men do more when they
ride instead of climb*



Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

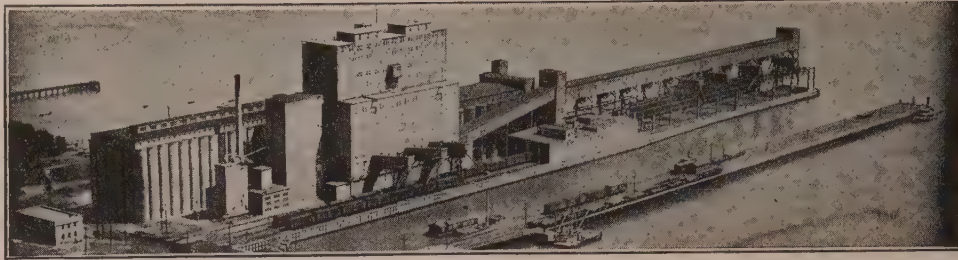
**NO WASTE — EFFECTIVE
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars
Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana
Canadian Plant At Woodstock, Ont.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

Pennsylvania R. R. Elevator, Baltimore *The Most Modern Elevator in the World*

Designed and Constructed by

James Stewart and Company, Inc.

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

| | |
|----------------------------------|--------------|
| The Reliance Terminal Elevator | Port Arthur |
| The Jas. Richardson & Sons Elev. | Port Arthur |
| The Northwestern Elevator | Fort William |
| The Great Lakes Elevator | Owen Sound |

THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

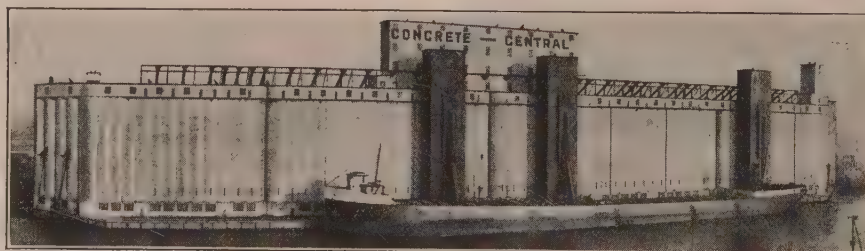
THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

| | | |
|-------------------|---|----------------|
| The Long Bldg. | - | Baltimore, Md. |
| Postal Tel. Bldg. | - | Chicago, Ill. |

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company

Buffalo, N. Y.



3,000,000 bu. Concrete Grain Elevator
A. E. Staley Mfg. Co., Decatur, Ill.

IN designing and constructing grain elevators we have always given special attention to compact arrangement and to convenience and economy of operation to facilitate the expeditious handling of grain. The following elevator contracts which we have had are recognized as the best in grain handling facilities:

| | |
|---------------------------|---------------------------|
| Pillsbury Flour Mills Co. | Atchison and Buffalo |
| Washburn-Crosby Co. | Kansas City |
| Port Commission | Norfolk |
| Soo Line | Minneapolis |
| Missouri Pacific Ry. | Kansas City and St. Louis |
| A. E. Staley Mfg. Co. | Decatur, Ill. |
| Rock Island Lines | Council Bluffs |
| Illinois Central Ry. | New Orleans |
| C., M. & St. Paul Ry. | Milwaukee |
| Chicago Great Western | Omaha |
| Pennsylvania Rd. Co. | Erie |
| Commercial Solvents Corp. | Peoria |

The character of these companies reflects the character of the work demanded. In our opinion there is no better endorsement of the ability of our organization.

Submit your grain elevator problems to us.

Folwell-Ahlskog Company

Engineers and Constructors

323 No. Michigan Ave.

Chicago, Ill.

"Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment



S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



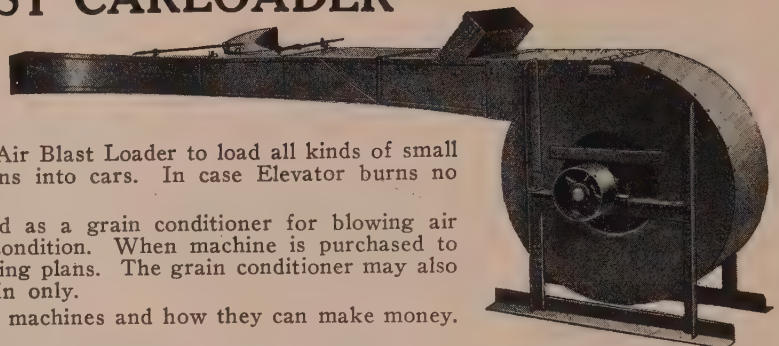
"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

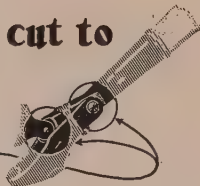
The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E. showing these machines and how they can make money.



MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois

**lost motion cut to
a minimum**
— only two
movable joints —



As the movable joints of a car mover wear, speed and power is taken up by play.

The New Badger Car Mover has the least possible number of joints—only two—giving the most efficient service over the longest period of wear.

The New Badger shifts loaded or unloaded cars quickly and easily with a saving of both time and money.

The Advance Car Mover Co.
Appleton, Wis.

**New Badger
car movers**
"SLIP PROOF"

Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

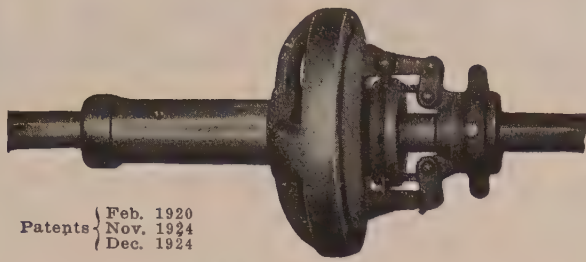
Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10¼x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3¼ lbs. Order Form 14AA. Price \$3.75.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10¼x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9¼x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.



Patents { Feb. 1920
Nov. 1924
Dec. 1924

THE BEYL

Maximum Power—Minimum Cost

The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

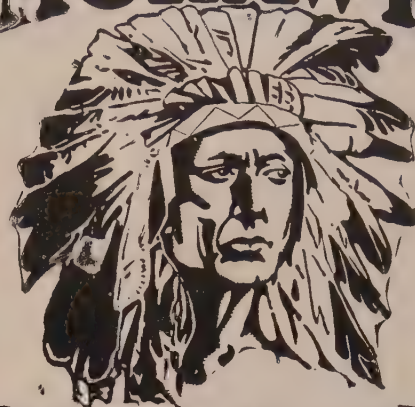
The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

Link Belt Supply Co.

Minneapolis - Minnesota

Manufacturers of Hyatt Equipped
Grain Elevator Transmission

MOHAWK



RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.

301 W. Randolph St.

CHICAGO

New York Boston Philadelphia San Francisco Seattle

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½ x 13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9¼ x 12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9¼ x 12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$3.00.

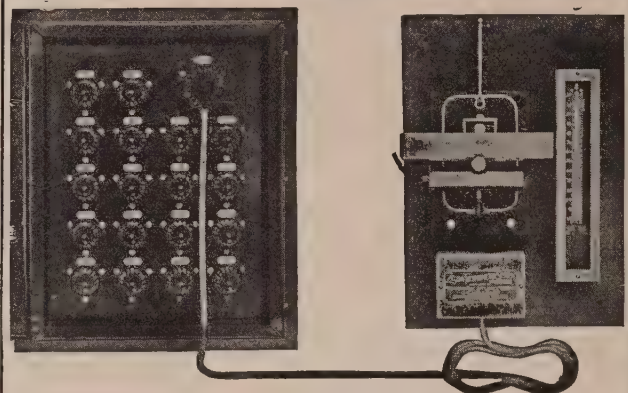
Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½ x 13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½ x 15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 28. Price, \$4.75.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.



The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Zeleny Thermometer Co.

542 S. Dearborn St.

CHICAGO

A Few Zeleny Installations

Cargill Grain Co.
Pillsbury Flour
Mills
Bartlett Frasier
Co.
Updike Grain
Co.
Armour Grain
Co.
Larabee Flour
Mills
New Orleans
Public
Elevator
Maney Milling
Co.
Buckeye Cotton
Oil Co.
Red Star Milling
Co.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

IOWA—25,000 bu. cribbed grain elevator, feed mill and coal bins for sale. Good condition; excellent territory. Address 58H4, Grain Dealers Journal, Chicago, Ill.

OHIO—Modernly equipped elevator in excellent condition, doing fine business. Good reason for selling. Address 59U6, Grain Dealers Journal, Chicago, Ill.

NEBRASKA—Modern grain elevator for sale; 20,000 bushel capacity. Live town of 2,000 in West Central part of state, one other elevator. Good crops. Address 59S2, Grain Dealers Journal, Chicago, Ill.

MICHIGAN—Grain elevator for sale; electrically equipped; in an exceptional grain territory with coal, flour, feed and seed business. Doing fine business and reasonably priced. Address 59S1, Grain Dealers Journal, Chicago, Ill.

INDIANA—Grain elevator, 18,000 bushels capacity, well located, good business, no competition, coal and feed business in connection. Priced to sell. Address 59U22 Grain Dealers Journal, Chicago, Ill.

NORTHERN INDIANA—10,000 bu. cap. elevator, electric power, located in a fine grain territory, doing a very fine feed, seed, coal and feed grinding business. This is a money maker. Priced right for quick sale. Address 59U18, Grain Dealers Journal, Chicago, Ill.

EASTERN OKLAHOMA—Elevator, elevator storage, flour house, hay barn, coal storage and residence for sale. All adjacent. Largest corn crop to be moved for years. Located in richest agricultural section in Eastern Oklahoma. Address P. O. Box 128, Haskell, Oklahoma.

WEST VIRGINIA—Milling Plant, located at Charleston, West Virginia. Has Nordyke & Marmon Co. machinery and equipment thru-out, for milling corn, cornmeal, corn and oat chop and all kinds of meal and special mixed feeds; also does jobbing business in flour, hay, fruits and produce. Has N. Y. C. RR. siding; also has agreement for loading onto cars of all other railroads. Plant comprises 4 concrete elevators (with 50,000 bu. capacity), 5-story concrete corn and feed mill and mixing plant, 2-story concrete warehouse—all fireproof and all erected new in 1922.. Also 2-story brick warehouse and large adjoining vacant lot. Title to all properties is in fee simple. Sales near \$1,000,000 a year since 1922. Purchase price can be financed. Complete details and sale price to interested and responsible parties. Write to F. J. Alberts, Sole Representative, Suite 1504, New Buckeye Bldg., 42 E. Gay St., Columbus, Ohio.

ELEVATORS FOR SALE.

IOWA—Several desirable Iowa grain elevators for sale. For particulars, address 59V7, Grain Dealers Journal, Chicago, Ill.

SOUTHERN MICHIGAN — Grain Elevator, coal, feed business; good territory; reasonable. Write 59N8, Grain Dealers Journal, Chicago, Ill.

OHIO—8,000 bus. capacity, large feed grinder. Large retail trade on coal and feed. On private grounds with private switch in one of the best farming sections in the state. Excellent prospects for a corn crop. Priced to sell. Write 59T12 Grain Dealers Journal, Chicago, Ill.

S. E. NEBRASKA—Modern grain elevator for sale; 18,000 bushel capacity; good grain station taking good margins. Finest corn crop in years about to be harvested. Price very reasonable for quick sale. Address 59S5, Grain Dealers Journal, Chicago, Illinois.

NEBRASKA—Terminal elevator in Lincoln for sale; 90,000 bu.; reinforced concrete construction, earning lowest insurance rates; electric power; grain drier; modern in every respect; favorable trackage all roads. This is a rapid handling, economically operated elevator located in one of the best grain producing sections. No incumbrance; liberal terms of payment. Address Mrs. J. S. Ewart, 2727 "P" St., Lincoln, Nebr.

OHIO—Grain elevator, 8,000 bushels capacity; feed grinder and storage capacity for 10 cars. We sell coal, cement, drain tile, wire fence and fence posts.

All buildings and equipment in good condition and comparatively new. A good proposition to the right man. Located on private land and along the NYC Ry. tracks in Licking County. For further information address Croton Elevator Company, Croton, Ohio.

INDIANA—14,000 bu. elevator for sale, frame building, located on side track of CCC & St. L. RR., can ship over Monon or Big Four, ground lease only \$75.00 per year. Side lines of feed and implements, can put in coal yards if wanted; electricity, new hammer mill, 15 ton truck scales, 35 HP. engine, 60 HP. boiler, all other machinery in good condition. Will invoice merchandise and move what isn't wanted to my other elevator. Will sell at a bargain if taken at once. Can't take care of both places. \$5,200 will buy elevator and machinery. Write or call Milton Brown Realty Co., Greencastle, Ind.

FOR EXCHANGE.

FOR SALE OR TRADE—320¼ acres of Montana land clear of debt for elevator in Nebraska. R. A. Maarsingh, Lanesboro, Iowa.

FOR SALE OR TRADE.

ILLINOIS—30,000 bu. grain elevator for sale or trade, 20 miles from Bloomington. Address 59V5, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

ELEVATORS WANTED

WANTED—Grain elevator close to city. Active sidelines. W. W. Reichard, Urbana, Ill.

ELEVATOR wanted in good grain section. Give full particulars first letter. M. Calhoun, Lyons, Ill.

WANTED—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

WANTED—Elevator in Northern Ind., Southern Mich., or Northwestern Ohio in exchange for A-1 modern bungalow. F. Bevington, Shipshewana, Ind.

BUSINESS OPPORTUNITIES.

IOWA—Site of Farmer's Elevator Company at Elkhart for sale; also good double crib of 9,000 bushels capacity. If interested write or call. Geo. B. Volz, Secy., Elkhart, Iowa.

ILLINOIS—30 miles west of Chicago, coal feed, oil, flour and grocery business; excellent business established in coal; 1926 sales \$52,000; also two residences. Address 59P2, Grain Dealers Journal, Chicago, Ill.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

SITUATION WANTED.

POSITON WANTED—Experienced grain man wishes road work to represent a reliable commission merchant. Write 59V4, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of farmers or line elevator. Would prefer a place where business is done on a strictly cash basis. It is being done with great success. Age 32. Five years' experience. Good references. Address 59T6 Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by young man 33 years of age, 6 years in grain business, 5 years salesman with largest commercial feed company. Would like to be manager of an elevator doing grain and feed business. Best references from former employers. Only reason for leaving present employ is to get off the road. Address 59V2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by hard working man having had 22 years' experience handling grain and all side lines. Have been a large grain handler and manufacturer of feeds and have handled Chicago options. Experienced in book-keeping, making trial balances, etc. Would like to sell out my business and connect with some firm in which I can have an interest and work on a salary. Address 59U8, Grain Dealers Journal, Chicago, Ill.

Reduces Tolls Avoids Expensive Inaccuracies

Pope & Eckhardt Co., prominent Chicago Grain Commission Merchants, commend the Universal Grain Code. This company has used this Toll Saver continuously since its publication. Read the convictions of a user:

Chicago, Dec. 19, 1924.
Grain Dealers Journal,
Chicago, Ill.
Gentlemen:

We have used the UNIVERSAL GRAIN CODE extensively since this book was made available to the Trade some years ago. We find it is a Code that can be used much more freely in expressing desired information on orders, purchases, sales, prices and other intimate matters involved in the Grain Trade; therefore, that it demonstrates without further explanation, a saving in cost which we consider a most important item. It is sure that with a much larger number of words, that can be used to give expression to what is desired to communicate with our country patrons that it offers occasionally a few more difficulties to prepare a message, but that is quickly overcome with increased familiarity with the book.

We have found that our customers also use this book extensively and find it convenient and profitable, even if for no other purpose than saving of telegraphic tolls.

We consider it a most useful and desirable book for use in the Grain Trade and the various interests related thereto.

Very truly yours,
POPE & ECKHARDT CO.

EAD-B

When such companies as this place so strong an endorsement on any code, it is conclusive proof that it possesses real merit.

Follow the example of the Pope & Eckhardt Co. and its customers; stop the leaks in your business by using an accurate, toll saving, grain, feed and seeds code.

Printed on rice bond paper, 146 pages, substantially bound in flexible leather, size 7x4½ inches, weight 5 ozs. Price, f. o. b. Chicago, \$3.00. Book paper, board covers, \$1.50.

Grain Dealers Journal
309 So. La Salle St. Chicago, Ill.

HELP WANTED.

WANTED—A man to purchase one-half interest in good grain elevator and manage same. Located in good farming community, one competitor, station handles half million bushels yearly. Splendid opportunity for some one. Address 59U19, Grain Dealers Journal, Chicago.

SCALES FOR SALE.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Five 1600-bus. Fairbanks-Morse nopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. Blue Valley Structural Steel Co., 7505 Independence Ave., Kansas City, Mo.

SCALES WANTED.

WANTED—An automatic scale in first class condition. W. F. Starz & Co., Fowler, Ind.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

Shipping Notices Duplicating: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

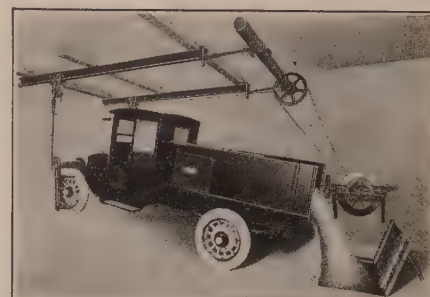
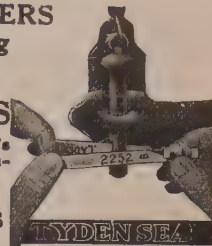
10,000 SHIPPERS
Are now using

**TYDEN
CAR SEALS**

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
Chas. J. Webb, Vice President
617 Railway Exchange Bldg., Chicago, Ill.



**McMILLIN COMBINATION
WAGON & TRUCK DUMP**

The Elevator Trade today demands equipment ready to handle any and all styles of vehicles, from the shortest wagon, wide-bedded, long-coupled wagon to the largest sized trucks.

Are you prepared to serve this trade? Have you the best dumping facilities possible?

Can you take care of any vehicle with speed and safety?

The McMillin Combination Wagon and Truck Dump makes it possible to do this.

We would like to send you descriptive pamphlet of our dump.

We have HUNDREDS of them in use, all giving excellent satisfaction.

**SIMPLE—SAFE—SUBSTANTIAL
—SPEEDY**

For Particulars Address

L. J. McMILLIN

525 Board of Trade Building

Indianapolis, Ind.

I think the Grain Dealers Journal is a right fine grain paper.—Earl Zimmerman, Tasco (Guy p. o.), Kansas.

KEEP POSTED

**GRAIN
DEALERS JOURNAL**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....

MACHINES FOR SALE.

FOR SALE—J-B grinder; 40 hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two burner Brown-Duval moisture tester and scale. Bargain at \$35.00. Sumner Mill and Elevator Co., Sumner, Nebr.

FOR SALE—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

FOR SALE—Monarch, 3-high roll 9"x24" flour mill, Sprout & Waldron, complete, corrugated rolls; A-1 order; price very low. The General Equipment Co., Gridley Bldg., Syracuse, N. Y.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices. Transmission Machinery Co., Chicago, Ill.

FOR SALE—Warner belt driven elevator, 4000 lb. capacity, 65 foot lift. In first class condition. Can be seen running. Price cheap. Crabbs Reynolds Taylor Company, Crawfordsville, Ind.

FOR SALE—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. 1 double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—One steel elevator leg, manufactured by the Weller Manufacturing Company, size 12"x24", approximately 130-foot centers, excellent condition. Wire or write for lowest quotation. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

MACHINERY FOR SALE

| SELL—EACH | |
|--------------------------------------|-----------|
| 2 Allis-Chalmers 50 h.p. motors..... | \$ 250.00 |
| 1 Williams Pulverizer | 1000.00 |
| 1 B. & L. Roller Mill..... | 450.00 |
| 1 Eureka Cracked Corn Separator..... | 500.00 |
| 1 Steel Conveyor 12"x12"..... | 100.00 |
| 2 Bucket Elevators | 400.00 |
| 1 Cyclone Dust Collector..... | 90.00 |
| 1 No. 5 Invincible Oat Clipper..... | 250.00 |
| 1 Remington Posting Machine..... | 300.00 |
| 1 Elliott Addressograph..... | 100.00 |
| 1 Tag Addressing Machine..... | 100.00 |

DIAMOND MILLS
Evansville, Ind.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

MACHINES FOR SALE.

GRAIN DRIERS for sale, Hess & Ellis. Address J. M. Allen, 149 So. Main St., Decatur, Ill. Will lease 30,000 bu. house with Hess Drier.

FOR SALE—Lehigh corn dryer, capacity 350 bus. per hour. This dryer was installed in concrete building and is in perfect condition. Never been in use. Can be bought very reasonable. Farmers Grain Co., Larchwood, Iowa.

MACHINES WANTED.

WANT Quotation delivered on one ton batch feed mixer. Give full description, price, first letter. Geo. O'Dwyer, Inc., St. Maries, Idaho.

WANTED—One second-hand gas or oil engine, Fairbanks-Morse, 20 hp., type "N" or "NB." Horton Grain & Coal Co., Hammond, Ill.

ENGINES FOR SALE

LATE TYPE OIL ENGINE BARGAINS.
4—25 hp., 2—75 hp., 2—50 hp., 1—100 hp., 1—150 hp. Fairbanks-Morse Type Y, Style V.
1—75 hp., 3 cylinder vertical Busch-Sulzer.
1—70 hp., 1—100 hp. Muncie Horizontal, Type C. All first-class. Priced right.
Mid-Continent Equipment & Machinery Co.,
222 No. 4th St., St. Louis, Mo.

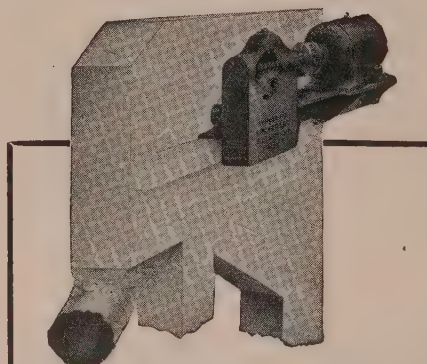
MOTORS FOR SALE.

WAGNER Motor, 15 hp., complete, in A-1 condition, \$150.00 if taken soon. Address Rockwell City Elevator Co., Rockwell City, Iowa.

FOR SALE—Robbin & Meyers 20-h.p. motor, 3-phase, 220-volt, 60-cycle, 1150-r.p.m. Outfit complete, with Westinghouse starter, fuse boxes & meter. Priced right. Address Linkhart Elevator Co., Sabina, Ohio.

SEEDS FOR SALE

FOR SALE — Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.



New Method of Applying Motor Power to Elevating Leg

The Drive that is positive, self-oiling, self-aligning, and has a releasable back stop.

Chrome Nickel Steel Worm and Phosphor Bronze Worm Wheel. All main bearings Timken, tapered, anti-friction, roller.

The Drive that is endorsed by Underwriters and efficiency engineers.

Write for Literature

Clow-Winter Manufacturing Co.
Minneapolis Minn.

I've read a number of grain publications, but must admit the Grain Dealers Journal is the best of them all. It is not just a propaganda medium.—E. Larimer, mgr., Farmers Galesburg Elvtr. Co., Galesburg, Ill.

Cover's Dust Protector

Rubber Protector. \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



CONE-SHAPE GRINDERS

It Pays to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. **N. P. BOWSHER CO., SOUTH BEND, IND.**

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for Oct. 1, 1927.

State of Illinois, County of Cook, ss.—Before me, a notary public in and for the state and county aforesaid, personally appeared Charles S. Clark, who, having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher, Grain Dealers Journal, Inc., Chicago, Ill.

Editor, R. R. Rossing, Chicago, Ill.

Managing Editor, Charles S. Clark.

Business Manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

Charles S. Clark, 309 South La Salle St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK,

Business Manager.

Sworn to and subscribed before me this 3d day of October, 1927.

(Seal)

S. A. BARCLAY,

Notary Public.

(My commission expires June 18, 1931.)

SEEDS FOR SALE—WANTED

North American Seed Co.
MILWAUKEE, WIS.

**CLOVERS—TIMOTHY
ALFALFA**

Get our samples and prices before buying

Tobin-Quinn Seed Co.

Kansas City, Mo.

THRESHERS & CLEANERS
HIGH GRADE MISSOURI BLUE GRASS

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers

ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

KANSAS CITY, MO.

KELLOGG
SEED COMPANY
MILWAUKEE, WISCONSIN
FIELD AND GRASS SEEDS

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,
Seeds Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

L. TEWELES SEED CO.

Distributors of

BADGER BRAND SEED

Milwaukee, Wisc.

**We Buy
SEEDS**

Red Clover, Alsike Clover
Sweet Clover, Oats, Millet,
Spring Rye, Timothy, Etc.

Mail us samples for bids
Sample bags sent on request

NORTHROP, KING & CO.
Minneapolis, Minn.

WE SPECIALIZE IN

**ALFALFA BLUE GRASS
ORCHARD GRASS and MEADOW FESCUE**

WRITE FOR SAMPLES AND PRICES

RUDY-PATRICK SEED CO.
Kansas City, Mo.

LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky

Buyers and Sellers of All
Varieties of Field Seeds

Headquarters for Redtop Orchard
Grass and Kentucky Blue Grass

SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.

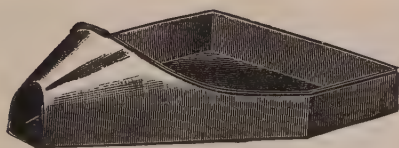
Also Bromus Inermis, Slender Wheat
Grass, Red Clover, Alsike, and Timothy.



FARGO SEED HOUSE
FARGO, NORTH DAKOTA



SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00.

Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

**BUCKEYE BRAND
FIELD SEEDS**

Strictly No. 1 Quality

The J. M. McCullough's Sons Co
CINCINNATI OHIO

**COURTEEN
Seed Company**

Weekly Price List on Request.
Milwaukee, Wis.

CORNELI

Seed Company

Saint Louis, Missouri

FIELD—GRASS—GARDEN SEEDS
Weekly Price List on Request

Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages $11 \times 15\frac{3}{8}$ " of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight $1\frac{3}{4}$ lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight $2\frac{3}{4}$ lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

CIPHER CODES

We carry the following cipher codes in stock and can make prompt delivery.

Universal Grain Code, board cover...\$1.50
Universal Grain Code, flexible leather 3.00
Robinson's Cipher Code, leather..... 2.50
Miller's Code (1917), cloth..... 2.00
Cross Telegraphic Cipher Code..... 2.00
A. B. C. Code, 5th Ed., with sup..... 20.00
Baltimore, Export Cable Code.....15.00
Bentley's Complete Phrase Code.....15.00
Riverside Flour Code, Improved, 6th Edition12.50
Calpack Code (1928).....10.00

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St. Chicago, Ill.



WEBSTER

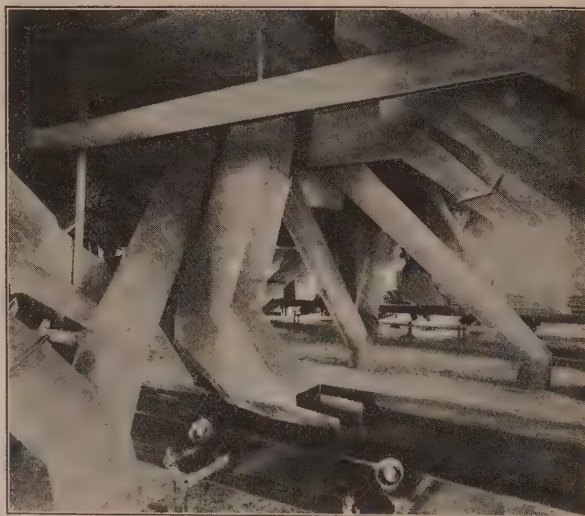
Conveying Machinery, Head and Tail Pulleys, Take-ups, Conveyor Rolls with Stands, Trippers, Rail Chairs, Rail Stops, Screw Conveyor, Scale Turnhead Operating Mechanism and Mayo Spouts

are installed in the new elevator of the
A. E. Staley Mfg. Co., Decatur, Ill.
which was designed and constructed by
Folwell-Ahlkog Co., Chicago, Ill.

Installations like this are an indication of our ability to meet modern requirements in design, manufacture and operation.

This organization—with over fifty years of experience in designing and building suitable grain handling equipment and marked engineering skill and resourcefulness—is at your service.

Webster designs and builds all types of grain handling machinery, including belt conveyors, elevator legs, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, etc.



THE WEBSTER MFG. CO.

1856 North Kostner Ave.
CHICAGO

BUFFALO

CINCINNATI
WEBSTER-BRINKLEY CO.
Seattle, Wash.

CLEVELAND

NEW YORK

PHILADELPHIA
WEBSTER-INGLIS, LIMITED
Toronto, Ontario

PITTSBURGH

GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, OCTOBER 25, 1927

BOX CARS are said to be short in the Northwest, but thru the efficient work of the Advisory Board no station has suffered severely from a lack of cars and from present indications no grain surplus district is likely to suffer because of the lack of ample shipping facilities for expediting the movement of grain to market.

INCENDIARY fires are causing the destruction of so many country grain elevators, and thieves are robbing elevators of so much high priced seed, owners must of necessity adopt protective measures for guarding their properties and detecting offenders. To permit them to go unpunished encourages them to continue to burn and steal.

THE DUST EXPLOSION in a small bin of the elevator at Pillsbury, N. D., helps to substantiate the fears of country elevator men who never clean house. The dust does explode and under the right conditions it may explode and wreck your elevator. The first precaution is to remove the dust and thereby improve the grade and the keeping quality of the grain.

SUCH A LARGE percentage of new wheat arriving at Ft. William and Port Arthur is classed in the lower grades, all drying facilities are kept working night and day in the hope of placing a maximum percentage of the new crop in shipping condition before the close of navigation. The damp wheat of the new crop promises to present many tough problems to the millers and earn just as liberal discounts as last year's crop of Canadian wheat.

FARMERS OF WESTERN Nebraska are said to have suffered greater losses as the result of hail storms this year than ever before and some permitted their insurance to expire at noon Aug. 15th, just two hours before the hardest hail storm of the season.

THE CANADIAN POOL after an unusually long wait has settled with members for No. 1 Northern at nearly 9c below the average open market closing price for the crop year on the same grade. This will encourage all members to lease their farms to their relatives.

LOCAL HOLIDAYS that close the American grain exchanges are a nuisance to the trade at large, which would probably welcome an order like that of Mussolini who recently forbade all holidays and celebrations except two, which are to be annually, and those two only on Sunday.

GOVERNMENT forecasting of future prices is hardly trustworthy when government can not even estimate a crop that is in the past. The Mexican government department of national statistics estimated the wheat production of 1926 at 182,800,000 kilos, while the Mexican department of agriculture estimated it at 278,810,635 kilos.

STACK BURNT, DISCOLORED wheat always brings a disappointing price in any market because it is fit only for chicken or hog feed and in fact many of the particular chickens won't eat it. Country elevator operators who take this stuff into their bins must discount every load most liberally else they will surely suffer a loss on each shipment. Be sure of load's grade before you ship it.

THE AGRICULTURAL experts who have spent \$10,000,000 of the Government's money in a vain effort to exterminate the corn borer are now talking in favor of an appropriation of from \$15,000,000 to \$25,000,000 for next summer's campaign against this pest. Sec'y Cutenborder of the Miami Valley Ass'n, whose letter appears in this number, does not consider this money well spent and looks upon all proposals for additional appropriations as pure graft.

THE NATIONAL DRAINAGE Ass'n is conducting a campaign for legislation which will bring about the establishment of a revolving fund by Congress from which Drainage Boards can borrow money to meet their annual payments on drainage bonds and interests and thereby help to encourage the farmers of drained lands to the cultivation of a larger acreage for the production of more agricultural products, all of which will help to depress the market and hurt rather than help the grain producers.

JUDGE DEWKINS' ruling in the federal court at Detroit in the Ford tax suits that once the government has taken an action thru its authorized official agent that action is final would be welcomed as an application of business principles to government. For example, if the railroad agents, wards of the Interstate Commerce Commission, quoted a rate they would be bound thereby, and not subject the shipper to the annoyance of paying undercharges on shipments long since settled for between buyer and seller.

DELIVERIES in one day by Western Canada farmers of over 6,000,000 bus. of wheat is the severe test that is now being met successfully by the mechanical handling equipment provided by the organized grain trade. In the absence of an export demand sufficient to absorb this flood of wheat the grain is nevertheless moving freely toward Europe because the holders can hedge the cash grain in the futures markets of Winnipeg or New York. Without the speculative exchanges a heavy investment in Western interior storage would be required to hold the wheat for the future demand.

COMBINED WHEAT which was rushed to Western Nebraska elevators in a damp condition immediately after cutting has brought a world of grief to the shippers who handled it. The discounts suffered because of damp, tough grain not only wiped out all their profits, but some of their capital and naturally the suffering shippers are sore. So many warnings have been issued against the dangers of handling damp wheat the wonder is that any elevator without a bountiful supply of old, dry wheat or a good drier would accept the damp grain from the combines, but they did and suffered accordingly.

FUMIGATION OF GRAIN storage plants with gases, powders or vapors should always be undertaken by chemists thoroughly familiar with the products they are handling else disastrous results are likely to follow as in the case recently of the Whitney-Eckstein Seed Co., at Buffalo. One company which supplies products for exterminating grain infesting insects refuses to assume any responsibility for damages arising from the use or application of its products "except when applied by its authorized agents and then only for the negligence of its authorized agents." The use of bisulfid of carbon invalidates many of the fire insurance policies so it is essential that every elevator owner before attempting to exterminate his pet pest needs to make a careful investigation of the product he is using for the work and determine his own liability for loss or damage.

FEWER AND BETTER varieties of wheat are again being championed by the Southwest Wheat Improvement Ass'n and in this work the Ass'n should be supported and aided by every grain elevator operator who now strives to keep the different varieties and grades in separate bins. Of course this is impossible and the shippers are discounted accordingly, so they in turn must discount the producer who is to blame for the growing of a multiplicity of mongrel types of indifferent quality. The State Agricultural Experiment Stations should wield sufficient influence to bring about the abandonment of all kinds of wheat which are known to be poorly suited to the districts in which they are now grown. Kansas alone is handicapped by 12 different varieties of hard red winter wheat which travels under 40 different names, while 66 varieties of soft red winter wheat are known by 400 different names. The simplification of the varieties seeded each year would not only increase the chances of securing a better crop of wheat, but would insure the marketing of purer varieties and the obtaining of better prices.

THE PESSIMISTIC reports on Ohio's corn prospects given in our report of the Lima meeting should help the corn bulls to take heart again.

GRAIN DEALERS who accept iron at corn prices need a guardian. The Nebraska Dealer who complains in this number of stuff unloaded into his dump by a lady customer should cultivate the habit of watching what is unloaded into his receiving sink. Laxity at the point of delivery invites and encourages impositions of the character from which he is suffering.

ONE OF THE encouraging developments in country elevator equipment is the installation of dust collecting and grain cleaning equipment with the result that all grain handled by houses so equipped is placed in better shipping condition and as the Colorado manager, who is quoted in this number, says, his wheat graded so much better he averaged 2c a bushel higher price than before removing the dirt and the dust. When all country elevator operators come to recognize the advantage of placing all grain in prime condition for market, their profits will be safer and surer.

What Is Your Annual Shrink?

The country elevator operator who has no definite idea of the amount of grain he loses on each crop through shrinkage is guessing at what it costs him to handle grain from the farmer's wagon to the scale hopper at destination. All grain will shrink some, but damp dirty grain will shrink more than dry, clean grain and the shrinkage of each kind will be increased by longer storage or storage during hot, dry weather. The kind and condition as well as location of the storage facilities may also effect a different shrinkage.

The only safe way for each elevator operator is to watch all spouting and guard against leaks. Weigh carefully on accurate scales all grain as it is taken in and loaded out. Keep a correct record of receiving and shipping weights of each kind of grain by crop years, so it will be easy to determine the shrinkage by pounds. The result will astonish and distress the average elevator operator as it did the Nebraska manager who found the following shrinkage:

| | 1925 | | 1926 | |
|---------------|---------|--------|---------|--------|
| | Bus. | Shrink | Bus. | Shrink |
| Wheat bought | 102,530 | ... | 44,899 | ... |
| Wheat sold | 102,217 | 313 | 44,792 | 107 |
| Corn bought | 56,440 | ... | 43,248 | ... |
| Corn sold | 56,343 | 97 | 43,036 | 212 |
| Oats bought | 26,034 | ... | 43,934 | ... |
| Oats sold | 25,894 | 140 | 43,649 | 285 |
| Barley bought | 373 | ... | 1,968 | ... |
| Barley sold | 370 | 3 | 1,953 | 10 |
| Rye bought | 1,100 | ... | 151 | ... |
| Rye sold | 1,090 | 10 | 146 | 5 |
| Total bought | 187,947 | ... | 134,200 | ... |
| Total sold | 187,348 | 599 | 133,581 | 619 |

The variation in the shrinkage of each kind of grain for the two years must have been traceable direct to the different condition of the grain when received or else leaks developed and were repaired. However, one important point elevator operators can not overlook is that they must allow for the shrinkage before they can net any profit on handling the grain. Until they know their average shrinkage for a crop year they cannot tell what to allow for it, hence have no definite idea of what it costs to handle grain through their elevator.

The Government in the Seed Business.

Peaceful penetration of the government into business is usually at the invitation of some section of the public which expects pecuniary gain by the enjoyment of a service paid for not by themselves, but by taxpayers in general.

The most ideal enterprise for the government to embark into is one that is likely to be unprofitable, so unprofitable by reason of so few being able or willing to pay for the service that no private capital can be persuaded to invest. New York State built a large grain elevator at Oswego and it stands idle. Now Illinois agriculturists want the federal government to build a large elevator at Cairo to serve the government barge line which is not paying interest and taxes.

Verified seed certification by the federal government will cost much money. Sad to say, many seedsmen are willing to have the federal government expend its taxpayers' money to provide them with certificates that the seed they have for sale was grown in a named state. Not the general taxpayer, but those receiving the "benefits" of the service should pay the added costs.

The seed dealers' profits are too small to pay the cost and it is unjust to the taxpayers that the government should pay the expense, which should be borne by the consumer of the verified seed in a much higher price for the seed bearing the certificate.

To draw the line between a proper function of government and an intrusion into business is not easy. A government activity that interposes itself in a commercial way between buyers and sellers merely to affect the division of the proceeds of the transaction is illegitimate.

One of the excuses for the creation of the government seed verification service was referred to in the report of the verification conference at Chicago, published elsewhere, the shipment by an interior Kansas country elevator operator of a carload of alfalfa seed to an eastern firm, represented to be Kansas seed, when in fact it was of Arizona origin. To stop such frauds by requiring honest seed shippers to prove their origin is to put 999 honest men to a heavy burden of expense in a vain effort to prevent one crook preying upon citizens. If the Kansas state law or the federal seed law were administered efficiently and had sufficiently heavy fines and jail sentences this dishonest shipper of Arizona seed could be prevented from continuing in this or any other business. By such administration of justice the burden of expense would fall where it belongs, on the general public, and not upon the seedsmen who are honest.

Bureaucrats prefer an indirection that multiplies the number of job-holders inspectors and clerks rather than simple justice. Seedsmen owe it to themselves to see to it that the people who are failing to administer criminal justice bear the entire expense of the verification service, if that public as represented by Congress and the U. S. Department of Agriculture chooses such a roundabout way to drive crooks out of business as depriving their seeds of the government O. K.

Concrete Elevators Not Always Fire-Proof.

So many losses have been visited upon owners of concrete elevators recently the expensive lessons taught by these fires should be clear and forcible enough to discourage other grain dealers investing large sums of money in concrete elevators and then placing them and their contents in jeopardy by surrounding them with wood buildings or filling them with wood equipment, leg casings, floors and manlift guides.

Wood will burn even tho it is contained in or built up against a concrete elevator, and when it does burn the fire is going to damage any structure with which it comes in contact. The folly of investing large sums of money in reinforced concrete elevators and then nullifying the fire resisting qualities of the plant by using a lot of wood in its equipment or fitting is to say the least very shortsighted.

The burning of the concrete elevator adjoining a frame elevator at Laurens, Ia., last July, helped to prove the folly of such practice and now the experience of Mr. Peterson at Malta, Ill., in which his wood elevator was completely destroyed and his concrete elevator adjoining was badly damaged again, brings this arrangement into condemnation. It is generally recognized that grain elevators constructed entirely of reinforced concrete will not catch fire, so if all wood and other combustible material is kept out of the concrete elevator it is not likely to be damaged by fire, but the grain dealer who builds a concrete elevator and then fills it with combustible material goes to great expense in vain. He may convince the insurance inspector that he is entitled to a low rate for fire insurance, but he knows he is not.

During the last three years we have published illustrated descriptions of at least ten reinforced concrete elevators that have been badly damaged by fire thru the burning of wood forms left at the top of the tanks years after the structure was completed, wood spouting, wood floors, leg casings, manlift guides and machines. No grain elevator whether it be built of brick, concrete or iron can lay any claim to being fireproof if a lot of wood or other combustible material is used in its fitting or equipment. The grain dealer who claims otherwise is just kidding himself.

REPORTS RECEIVED from many different states indicate that grain dealers generally will experience much difficulty from soft corn when the new crop starts to move. The elevator man who is equipped to dry corn will no doubt realize a handsome profit from early receipts.

THE ENTHUSIASM of the Ohio dealers who attended the Lima meeting proves conclusively that the majority of country elevator operators fully recognize the advantages of associating with their fellows. Open discussion of their problems would make these gatherings of more real help to the members, but the good fellowship developed well repays those who do go for any inconvenience or expense they are put to. The dealer who stays at home pays most for the lack of association work.

Accurate Records of All Business Transactions Essential in Claims and Controversies.

How would you determine the amount of grain in your elevator after the fire if you had no record of what grain was put into the elevator? This was the predicament of an Illinois dealer who recently lost his elevator by fire. How can the fire insurance adjuster form any definite idea of how much stock you really had in store at the time of fire? Grain dealers of foresight always keep a stock account with each kind of grain, feeds and seeds so that they can tell at any time exactly the quantity of each stored in the plant. It is somewhat embarrassing to tell an insurance adjuster after the fire that you have no record of the stocks on hand and frequently such lack of information will prove very expensive to the property owner.

Every careful dealer insists upon having an accurate record of all grain received and shipped for no other way can he form any definite idea as to whether he is making or losing money. It is such a simple matter to keep a ledger account with each kind of grain, seeds and feeds, most progressive grain dealers have kept it up to date and know what they are doing and can satisfy any adjuster as to the house's contents on short notice.

The dealer without presentable records of his business would be badly handicapped in any controversy taken into court.

A Good Foundation the First Essential.

All grain dealers will readily admit that it is abject folly to build any kind of an elevator on the ground or on foundation that is not heavy enough to carry the load with safety. The million bushel concrete storage tanks erected at Transcona, Manitoba, on a 6-foot concrete slab tipped over to an angle of about 40 degrees so that it was necessary to empty its bins by hand and place a heavy foundation under it before continuing to use it as a grain elevator. This was an expensive operation. Fortunately for the engineers and builders of this plant they had refused to erect the storage tanks on the concrete slab without the owners assuming all the responsibility for the foundation.

Recently a concrete elevator on the Illinois River was dynamited because it was six feet out of plumb and now word comes from Clay Center, Kansas, that the six reinforced tanks formerly operated by the Snell Mill & Elev. Co., are 17½ inches out of plumb. These tanks are 106 feet high and have storage room for 105,000 bushels. The load was evidently entirely too much for the soft earth.

The use of reinforced concrete in the construction of grain storage tanks effects a material increase in the weight to be carried by the foundation over the same capacity constructed of wood. Grain dealers generally know this, but the many reinforced concrete elevators which are converted into leaning towers the minute they are loaded with grain shows that the grain dealers do not employ competent engineering ability or else neglect to inspect the work for themselves as it proceeds. It is useless to put a lot of money into an expensive reinforced concrete elevator unless a dependable foundation is provided for it. The risk is out of all proportion to the cost of a foundation that can be depended upon to support the superstructure.

Bond Filed After Appointment of Receiver Not Valid.

The Supreme Court of Minnesota on June 10, 1927, decided in favor of the Integrity Mutual Casualty Co. in a suit brought by Oscar Larson to recover on a surety bond covering grain stored with the St. John Grain Co., of Worthington, Minn.

The St. John Grain Co., which operated a line of public warehouses, had a bond of \$12,000 from the National Surety Co., when the state railroad and warehouse commission on July 1, 1924, requested the company to file an additional bond for \$20,000. The grain company then made application to the Integrity Mutual Casualty Co. for such a bond, which on July 8 was forwarded by mail to the grain company at Worthington, and later forwarded to Minneapolis, where it was signed by B. P. St. John, pres. July 11. Before the bond was filed in the office of the railroad and warehouse commission on July 15, a receiver on July 12 was appointed for the grain company.

When Oscar Larson, holder of two storage tickets, sought to recover on this bond the court decided against him on the ground that after the receiver was appointed for the grain company the officers of the company were without authority to file the bond, which was therefore ineffective, never having been delivered and executed according to law.

As to the National Surety Co., however, the claims of the storage receipt holders are held good.—214 N. W. Rep. 507.

Receivership of Grain Company.

The Merchants National Bank of St. Paul, Minn., sent \$5,872.20 in drafts to the State Bank of Worthington, Minn., to be collected from the St. John Grain Co., of Worthington, and remitted. When the Worthington bank presented the drafts July 11, 1924, the grain company had a credit balance of over \$1,000 in the First National Bank of Mankato, but could not pay cash on the drafts, and the Worthington bank surrendered the drafts to the grain company which promised to, and did, forward certain items and checks aggregating \$5,163.70, to the Mankato bank to meet its check for the drafts sent by the St. Paul bank for collection.

The Mankato bank received this deposit on the morning of July 12, 1924, but refused to give the grain company credit for the checks and drafts until they were collected, whereupon it was agreed that the Mankato bank should refrain from protesting the check, proceed to collect the checks and drafts and add the proceeds to the credit of the grain company, and pay the check as soon as the collections reached the necessary amount. All the items were collected prior to July 16, 1924.

On the afternoon of July 12 a receiver was appointed for the grain company and on July 17 the receiver, Frank E. Crandall, asserted a claim to the funds. The St. Paul bank thereupon brought suit against the Worthington bank and others.

The district court of Nobles County decided that the Worthington bank had a lien on the money in its possession and in the possession of the Mankato bank to secure the payment of \$5,872.20; that the Mankato bank should pay \$3,472.20 to the Worthington bank, with interest on \$5,782.20 from July 12, 1924, to the date of the entry of judgment, and should be discharged from liability to the grain company and the receiver to the extent of the amount so to be paid. The Mankato bank and the receiver moved for a new trial and appealed from an order denying their motion.

The Supreme Court of Minnesota on June 24, 1927, affirmed the foregoing decision, except that it eliminated the award of interest to the Worthington bank on \$2,400. The Supreme Court said: We think the court was justified in inferring that the grain company intended to assign to the Worthington bank the fund it then had on deposit in the Mankato bank and so much of the funds to be deposited simul-

taneously with the delivery of the check as would be sufficient to pay the check; that the check was given to carry out this intention, as the Mankato bank learned on the following day; that the subsequent conduct of the bank and the conversations of its cashier with the representatives of the grain company and of the Worthington bank were confirmatory of the understanding and agreement between the drawer and the payee of the check; and that after July 12 none of the parties to the transaction could be heard to say that the check did not operate as an equitable assignment of an amount of money deposited in the drawee bank sufficient to pay the check.—214 N. W. Rep. 750.

Claim Against Estate of Grain Dealer.

John Gazett operated a grain elevator at Rice, Minn., and enjoyed a line of credit with the A. L. Goetzmann Co., of Minneapolis, Minn., to whom he consigned grain to be sold on commission, and thru whom he bought and sold grain for future delivery.

Gazett died Oct. 20, 1924, owing the company \$17,845.95, mostly on drafts for grain in transit. The arrival and sale of the several cars reduced the indebtedness to \$6,225.31. After Gazett's death the administrators continued to carry on the business and shipped the company 27 cars of grain, reducing the indebtedness to \$3,428.54.

Deals in futures made by Gazett were carried in a separate account. He had bought 4,000 bus. of December rye on Aug. 28, 1924, and it had been sold at the direction of the administrators Nov. 12, 1924, at a profit of \$1,784.49; and on Oct. 10, 1924, 4,000 bus. May rye sold on Nov. 12 at a profit of \$158. After Mar. 25, 1925, the futures account was entered as John Gazett Estate and the administrators continued to buy and sell grain for future delivery, but their transactions resulted in large losses.

In the suit by the Goetzmann Co. against Elizabeth Gazett and others, administrators, to recover on the claim against the estate the lower court allowed the administrators a set-off of credits arising after Gazett's death. The Supreme Court of Minnesota on July 1, 1927, reversed this, holding that the Probate Court could only consider claims as they existed at the time of his death, that administrators were not agents of the estate, but officers of the court. The court said:

"When a man dies, his personal representatives take charge of his property and business affairs as of the date of his death. If they continue to carry on his business, they do so on their own responsibility. Contracts they make are their contracts. Liabilities incurred are their liabilities.

"The grain they shipped to plaintiff was no part of Gazett's estate. If plaintiff failed to pay for it, the administrators would have had to resort to an action in the district court to enforce their claim.

"As to the transactions of Nov. 12, 1924, when the administrators closed out the trades plaintiff had made for Gazett in December and May rye, the situation is slightly different. These transactions were initiated by Gazett. Plaintiff had purchased the rye for him as his agent. His death terminated the agency. The administrators directed plaintiff to sell the rye. When plaintiff did so, it acted as their agent, and not otherwise. The money received was payable to the administrators. In the adjustment of plaintiff's claim against the estate, the probate court could not set off a demand for money which plaintiff held as the agent of the administrators."—214 N. W. Rep. 895.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

We are not here to play, to dream, to drift, We have hard work to do and loads to lift, Shun not the struggle, face it—'tis God's gift—Be strong.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

How to Get Rid of Weevil?

Grain Dealers Journal: We would like to get in touch with some one who can furnish us with something to eradicate the weevil in our bag storage warehouse, also in our concrete bins. Can you tell us how?—Victor E. Herter & Co., Dayton, O.

Ans.: In the May 25 issue of the Journal, this year, on page 596 three methods of combating weevil were printed. They told in detail how to use chloropicrin, carbon bisulfid, and hydrocyanic acid gas.

Storage in Nebraska.

Grain Dealers Journal: What is the Nebraska law regarding stored grain? Must an elevator be bonded? If a farmer doesn't call for his grain checks within 10 days after delivery has he a right to assume that he has stored it with the elevator, or must there be a specific understanding between the parties involved to store the grain?—Dewey Marsell, mgr. Krotter & J. S. Fitzgerald, Enders, Neb.

Ans.: Read article on this page under the caption "Storage or Sale in Nebraska," and on page 414 of last number under "Is Contracted Grain Storage?"

Under the interpretation of the law by the State Railway Commission an elevator holding grain for 10 days without paying for it must be bonded.

Expiration for 10 days does not affect the rights of the farmer as against the elevator operator. In the absence of a specific agreement made at the time the grain was delivered, or subsequently, the transaction is governed by the custom of the elevator operator. If it was not the custom of the elevator operator to store, it would not be a storage deal unless the farmer and the elevator operator had a specific understanding to store the grain.

Are State Weights Evidence for Claims?

Grain Dealers Journal: I have a claim filed with the railroad company on a car of wheat which it has refused to pay after 15 months.

The claim was filed immediately after receiving account sales on the car and the company did not investigate the claim until eight months afterward. This wheat was weighed thru a hopper scale, the car weighed at the terminal, both weights checking closely. The car was moved to a terminal elevator and unloaded over 4,000 lbs. short. The Missouri Weighing Department investigated the unloading weights and reported them correct. The railroad company admits that my weights on the car are correct, but will not accept the state weights for the basis of a claim.

Is there any ruling or law regarding the acceptance of state weights as lawful weights? The shipper has to accept state weights, the railroads accept them for freight charges and a basis of settlement on claims. Yet in this instance the company refuses to accept them.—Subscriber.

Ans.: The railroad company is wrong. Shipper loaded the full weight and railroad must settle on that weight.

According to law a state certificate of weight is good in evidence without being supported by affidavit of the weigher, as is necessary with private elevator or Board of Trade weights. Refusal of the claim agent to settle on state weight is only a dodge to keep the shipper out of his rights, and is without lawful basis.

If shipper starts suit, the court will accept the state weights at their face value. To offset this state weight certificate the railroad would have to prove state weight to be unreliable, which it is impossible to prove.

Error in Bankruptcy Schedule?

Grain Dealers Journal: On filing a voluntary petition in bankruptcy the bankrupt is required to file a schedule of his unsecured as well as his secured creditors. If he neglects to include in the list of creditors one to whom he is indebted does it invalidate the entire proceeding? Does the bankruptcy proceeding affect the right of the party, neglected to be mentioned, to recover on his claim by suit?—Creditor.

Ans.: James W. Davis, attorney, and referee in bankruptcy, Chicago, states this neglect does not invalidate the proceedings. The party omitted can later bring suit to recover his claim, and then the burden rests on the discharged bankrupt to show that the creditor in some way had notice in time to have filed his claim in the bankruptcy.

Freight on Coal Reweighed?

Grain Dealers Journal: We note with interest an item in "Asked-Answered" column Oct. 10 in an inquiry from W. J. Hager of Burdette, Ia., regarding railroad scale tolerance in reweighing coal shipments.

If as stated "scale tolerance is only a scheme by claim agents to defraud shippers who are ignorant of their rights or indisposed to fight for them in the courts" would you suggest that we refuse to pay more freight than actual reweigh shows on our next car? What about the reweighing charge, or when are they authorized to assess same? Our local freight office claims authority for their action from B. & O. joint freight tariff of charges for weighing and reweighing "Coal & Coke Series I. C. C. No. 2652." Our yard here is located on the B. & O.

Most of our coal shipments originate in eastern Kentucky. Upon receipt of shipping notice from mine we wire B. & O., at Garrett, giving car number, point of shipment and date, instructing them to reweigh. They claim to assume no responsibility in case of failure to reweigh, and should we want car taken back to nearest scale after arrival we must pay a local rate of 90c per ton in case the car should not vary more than the 1½ per cent tolerance.

For reweighing they charge us \$3.60 per car where the variation is less than 1½ per cent of the original billed weight whether it be over or short. If a car weighs short more than 1½ per cent, there is no reweighing charge and we are assessed freight only on the actual weight. The same applies when the car is over more than 1½ per cent although an overage or shortage within the 1½ per cent we are charged freight and weighing on basis of original billed weights.—Syler & Syler, Nappanee, Ind.

Ans.: The statement that "scale tolerance is only a scheme by claim agents to defraud shippers" has reference only to claim agents rejecting claims for loss in transit. As in the decision cited the courts have ruled that the tolerance has no application to a loss in transit. The court said that tolerance could not be used to avoid paying a claim based on the amount loaded into the car at point of origin as shown by the weight at mine.

When it comes to ascertaining the weight on which freight is to be paid this is no fraud on the part of the carrier. The shipper gets one weight free of charge at the mine for the purpose of assessing the freight only. That is all to which he is entitled. If he demands more weighing for reasons of his own he must pay for the service, unless the railroad company chooses to remit the extra charge, which is done when the reweighing shows so great a difference, more than 1½ per cent, that the mine weight may fairly be assumed to be erroneous. This is fair.

Railroad track scales are not in the same class with grain elevator 2,000-bu. hopper scales, for accuracy. When the reweigh shows a difference from mine weight of less than 1½ per cent it does not prove that there was that much coal transported, simply a difference in the scales, and the railroad company is warranted in refusing to correct the freight bill, charged according to tariffs filed with and approved by the I. C. C. It is inadvisable for the

shipper to refuse to pay the small difference in the freight when it happens to be in his favor, since the railroad company allows him the difference when it is in the railroad company's favor.

Bean Wholesalers?

Grain Dealers Journal: Can you give us the names of a few wholesalers and brokers of beans to whom we might ship our local bean purchases? Would appreciate your courtesy in this regard very much.—The Mead Co., Scottsbluff, Neb.

Storage or Sale in Nebraska?

Grain Dealers Journal: I am enclosing copy of public grain warehouse law, together with an opinion from the Attorney-General's Department covering the question of grain contracted to be sold.—Leonard D. Densmore, sec'y Nebraska State Railway Commission, Lincoln, Neb.

Dear Mr. Densmore: Your favor inclosing a clipping from the Grain Dealers Journal at hand. The clipping contains the following:

"Can we have grain delivered to us on a contract whereby such grain would be sold on or before a certain future date by the deliverer at a certain amount under the current option at the time of the sale? Would such grain be considered as stored? What is the Nebraska law regarding such a transaction? What form of contract do you recommend for this purpose?"—F. B. Mock, Mock Milling & Elevator Co., Kenesaw, Neb.

Ans.: When an owner of grain has parted with possession to the buyer and the price has been agreed upon without any reservation that the seller could demand the grain back, the sale is complete and the buyer owes the seller money instead of grain. Grain so delivered can not be considered as stored within the Nebraska law."

The answer given is without foundation. It is in direct contradiction to Section 7224 Compiled Statutes of Nebraska for 1922, which reads as follows:

"Any grain dealer, person, firm, corporation or association, in this state who receives grain for storage or shipment, or both, may avail himself of the provisions of this act by filing notice of his acceptance thereof with the state railway commission and become thereby a public warehouseman. Any grain elevator or grain warehouse (other than at terminal points which terminal points shall be designated by the state railway commission) in which grain is held in storage for a period longer than ten days is hereby declared a public warehouse within the meaning of this act, and any grain which has been received at any grain elevator or grain warehouse for which payment has not been made within ten days after the receipt of the same, is hereby deemed to be held in storage."

The form of contract set forth in connection with the answer above quoted follows such answer and is also unlawful.

This matter has been before the District Court of Lancaster County and has been decided as herein indicated and appeal is now pending in the Supreme Court. Other prosecutions will be started immediately in similar cases.—O. S. Spillman, attorney general, by Hugh La Master, assistant attorney general.

It is gratifying to learn that this question is pending in the Supreme Court, and it is hoped the constitutionality of the act has been challenged.

That part of the law declaring a warehouse public when the grain sold has not been paid for within 10 days seems to be an unconstitutional limitation on the right of the individual to contract. Carried to its logical conclusion, this law means that if one farmer buys a wagon load of corn from another farmer and does not pay for it in 10 days the farmer is a public warehouseman. A merchant in town who buys grain for shipment and does not pay for the grain in 10 days is by the law declared a public warehouseman. This is ridiculous.

The real nub of the matter is whether the grain is stored for the account of the farmer or the account of the owner of the warehouse, who is the buyer. If the grain is stored for the account of the farmer subject to subsequent sale the law applies; but if the grain is stored for the account of the warehouseman-buyer, to be shipped or otherwise disposed of at his will, the seller having parted with all dominion over the grain, the law is not applicable.

Attorney-General Spillman's approval of the law means nothing. Prosecuting state's attorneys and attorneys-general always work on the assumption that the accused is guilty and that the law is constitutional. They leave the guilt of the accused to the jury and the validity of an act to the United States Supreme Court.

Under the Nebraska law a contract of sale is a sale if the money is paid in 9 days; if paid in 11 days it is not a sale. The legislature assumed to nullify the contract of sale if the buyer did not pay within a certain time. The legislature has no such power.—Ed.

The Problem of the Grain Surplus.

The problem of the surplus is the burden of all arguments for farm relief, and the most troublesome surplus is that which has arisen from the persistent expansion of farming operations. A surplus which is due to favorable weather conditions and a crop above the average, presents the simplest problem, because on the average it will be needed to cover subsequent deficits. The ideal place for such a surplus to be carried is in the farm granaries. This is true of corn particularly, inasmuch as about 85 per cent of the corn crop is ultimately wanted on the farms. Moreover, it is probable that the best average results are obtained by the diversified farming which combines the production of the feed stuffs with the production of finished farm products.

The surplus due to seemingly temporary conditions affords the most plausible argument for government action, but if there were any certainty that the surplus were temporary, private enterprise and capital would readily do the carrying at low cost. The trouble is that there is no certainty, and the outcome would be still more uncertain if the producer were assured in advance that the Government would protect him against the consequences of over-production. In the event of an increasing surplus the Government would be compelled either to abandon the attempt to maintain prices or undertake to regulate production.

The arguments in behalf of Government relief for agriculture generally represent agriculture as in a chronic state of over-production. If it be said that dairying is remunerative, reply is made that if more farmers should turn to it prices would quickly fall to an unprofitable level; if another product is said to be on a paying basis, a similar reply is made, and the final argument is that farming as an

industry is constantly underpaid. If this is true there is no escape from the conclusion that agriculture is overdone.

The Plea for Equality.—The advocates of such legislation apparently have convinced themselves that farming labors under some fundamental disadvantage which prevents it from becoming as prosperous as it deserves to be, or as other industries are. Their argument has become a general plea that the compensation of agriculture should be raised by national legislation in order that it may be placed on a basis comparable with that of the other industries.

Opposition to this plea is not prompted by indifference to the farmers' welfare, but by a belief that the premises are wrong and that the idea that the Government can establish or maintain certain relations between the industries is wholly impracticable.

The relations between the industries are not determined by argument or legislation, but by economic forces upon which legislation at most can have only slight and temporary effect. The acts of Congress sometimes referred to as beneficial to other interests, such as the Reserve act, railroad acts, etc., are not in point, as they were passed as regulative legislation, thought to be advantageous to the general public, and not for the benefit of banks or railroads. The protective tariff was adopted to promote home production in certain lines and however opinions may differ about some features of its application, it certainly does not assure profits to the protected industries. The value of anything of the nature of a privilege or advantage in business depends upon how many persons are admitted to share in it, and the privilege of engaging in a protected industry in this country of 120,000,000 inhabitants is about like the privilege of earning a living in

the best way one can find. The textile and bituminous coal industries are able to give testimony on this point.

The distribution of the population in the industries and occupations is the fundamental thing in their relative prosperity. An over-developed industry does not have prosperity, and there is reason to believe that this has been the explanation of all the periods of agricultural depression.

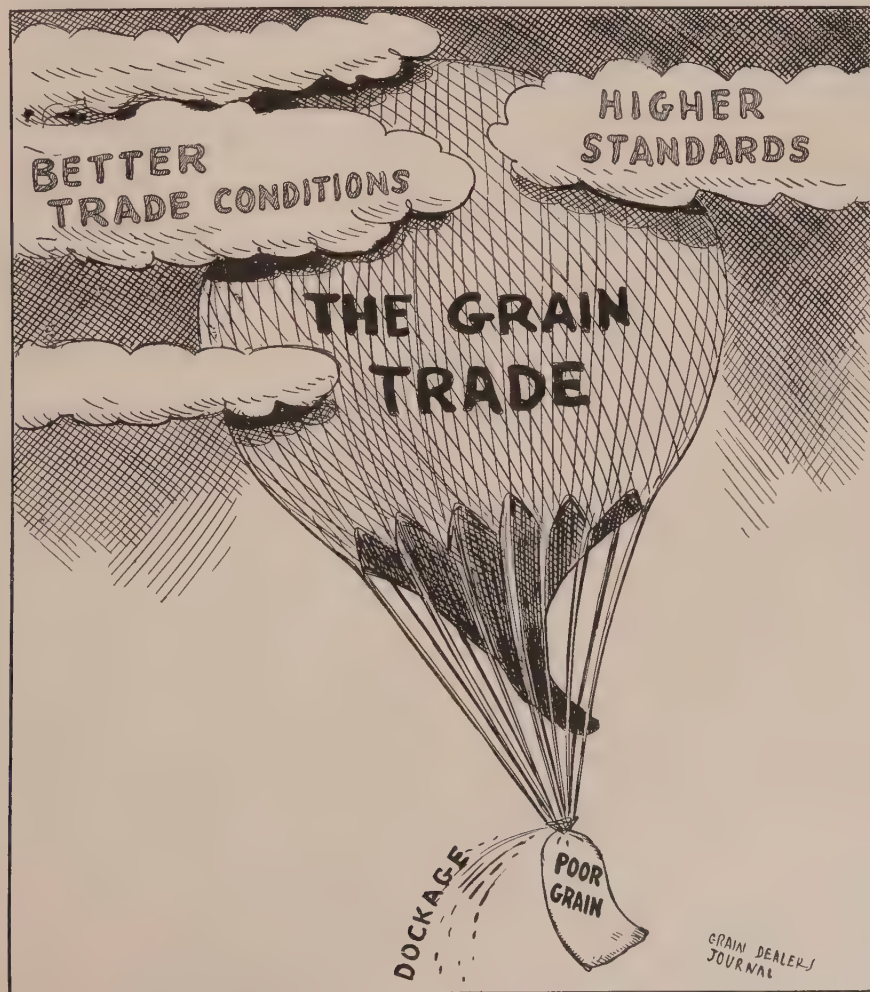
A Fallacious Argument.—That the advocates of legislative relief for agriculture are astray on fundamentals is evident from some of the arguments upon which they lay great stress. For example, the argument based upon the diminishing importance of agriculture in comparison with manufacturing, transportation and trade, as measured by percentages of the total population engaged in the several occupations, aggregate value of product, etc. It is true that agriculture is a smaller factor than formerly in the aggregate of all employment and all values produced, but what a strange perversion of the truth to argue that this is something to be deplored, either for its significance to agriculture or its significance to society as a whole! Its real meaning is that improvements in the methods of agriculture, and in the implements which the manufacturing industries have placed at the service of agriculture, have enabled a much smaller number of workers on the farms to supply the required quantities of farm products.

The result of this increasing productivity of labor on the farms has been to release great numbers of workers to the other industries. The demand for farm products is practically limited to foodstuffs and clothing materials, but there is no limit to the possibilities of expansion in the broad field that includes all other industries and occupations; hence has come an enormous development of the arts and manufactures and in trade and transportation. The final result is seen in a higher standard of living for the entire population.

In 1820 approximately 85 per cent of the gainfully employed population was on the farms, but in 1925 only 26 per cent was so employed. It is true that in former years the people on the farms did much for themselves which they now employ others to do for them, but the development of the other industries, while reducing the proportion of people on farms, has created a great market for farm products and given to the farms and farm households a supply of labor-saving equipment and of furnishings, conveniences and services which they never could have had otherwise. In the 26 years from 1899 to 1925 the population of the country increased 54 per cent and the farm population remained almost stationary, but farm production increased at a rate nearly equal to that of the population, to-wit: 45 per cent.

Why Not Face the Facts?—Since the farm population was about the same in 1925 as in 1899 it is evident that the excess of numbers leaving agriculture over those entering it during the period was approximately equal to the natural increase. In view of the fact that production increased and has been abundantly sufficient, if not excessive, there seems to be no escape from the conclusion that this movement was necessary to maintain the industrial equilibrium, particularly in view of the restrictions placed upon immigration.

The unwillingness of the advocates of farm legislation to consider these patent facts is the outstanding feature of the situation. It is obvious that down to this time the workers who have left the farms have not been missed there, and that if they had not gone the farm situation would have been worse than it is, for either there would have been larger surpluses and lower prices or the same income would have been divided among more farmers. Furthermore, the logic of the situation indicates that there are still too many workers on the farms.—National City Bank Letter.



When Grain at Country Stations is Bought by the Same Grades as it is Sold by in the Terminal Markets Profits will be Safer and Business Better.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Demand Is for Protein Wheat.

Grain Dealers Journal: Cash wheat, suitable for milling, continues to bring very high premiums, and possibly the premiums will increase, as it is very easy to make contract wheat, considering the receipts of low grade, and durum wheats. Protein wheat, especially, is in excellent demand, for the reason that while the Northwest has excellent quality wheat, their protein is comparatively low. We anticipate that there will be a good demand for all wheat of milling quality within the next few months.—Shannon Grain Co., Kansas City, Mo.

Objects to Increased Dues.

Grain Dealers Journal: I was pleased to note that the members of the G. D. N. A. in attendance at the Omaha convention refused to increase the dues. Why not reduce the expenditures in keeping with the Ass'n's reduced income?

The state and local ass'ns have had a real struggle to get along, so can spare no more to the National. The grain receivers and brokers have experienced such a marked reduction in business that about 40 per cent of those in business 6 and 7 years ago have gone into other lines.

The horse drawn truck and street cars were displaced by the electric and gas cars, the brewers and distillers were closed by the Volstead law, and the "bread and butter" charge of the restaurants and hotels has reduced the demand for wheat so the domestic demand for all grain will not increase until we have an increased population or new uses are found for grain.

Until we have increased receipts of grain in the terminal markets no receiver or broker will feel able to contribute more liberally to the National. According to its financial statement the Ass'n expended over \$40,000 last year. Was it all justified? Let us examine closely the outgo before trying to increase the dues.—A. R. M.

Too Many Elevators.

Grain Dealers Journal: Under the caption "Letters" in last number a writer expresses an opinion that the country grain elevator business will shortly evolve itself into a larger proportion of line operated elevators than ever before. Back of this is the opinion that line houses have the better management.

Management is the real key to the situation. When the manager of a local elevator for a line company, better described as the agent, has no managerial ability other than that transmitted to him from his headquarters he can not compete successfully with the enterprising manager of the independent or farmers elevator. If the agent of the line company does happen to be enterprising he finds himself lacking in authority to do those things an independent owner can do to strengthen his business connections with the farmer patrons.

It is more likely that instead of an increase in the number of elevators operated by line companies we will have a decrease in the number of elevators, just as in the past five years there has been a decrease of 25 per cent in the number of flour mills actively operated. This should be the natural consequence of the unprofitableness of operating three elevators at a station having business enough for only one. In the natural course of events the house that is least profitable will be closed, burned, taken

down, sold or leased to the operator of the more profitable elevator at the same point.

When the elevator operator finds the grain buying business overdone at his station it is advisable to make overtures to competitors to buy out or sell out, or, failing that, on a rental basis, and to place his time and what capital he can salvage out of the plant into a new or already established business elsewhere.—Auditor.

No Prospect for State Warehouses in California.

Grain Dealers Journal: Regarding the prospects of state owned warehouses in California, we doubt if this will ever be put into effect as the grain territory is at present covered with sufficient warehouses to accommodate all of the grain received. There is no prospect of an increase in the grain productions; on the other hand, we would rather say that the production may decrease as the land is turned over to more intensive farming.—W. S. Bell, pres., Islais Creek Grain Terminal Corporation, San Francisco, Cal.

Future of the Line Elevator Business.

Grain Dealers Journal: I enjoyed reading the letter in the Journal for October 10th, page 415, because I too have been giving some serious consideration to what will be the ultimate successful development of the line elevator business. In the early days of the line house operation it seemed to have been the aim and purpose of the management of many of the line companies to invest as little money at a station as possible, and to close each station as soon as the active movement of grain to market was over.

The line elevator managers of the early days seemed to overlook the fact that they had an all year round investment on which they must pay interest, taxes and insurance, as well as stand deterioration, and that the profits of the short operating period must be sufficient to offset this fixed overhead before any net profit could be realized. By degrees some of the line company managers seemed to have come to a full appreciation of this fact and they put in side lines such as coal, lumber, and feed. They employed the best managers obtainable and made an extra effort to induce them to stay at one station and cultivate the farmers of that section. Changing elevator managers every year not only destroyed the interest of the manager in the success of the business, but discouraged any desire on his part to build up a permanent business at the station.

One very successful Iowa operator of line elevators not only takes on all promising side lines, but he builds a large storehouse so as to provide ample room for all grain offered, even tho cars be scarce. This line company encourages its managers to take an active interest in the business by allowing the managers to accumulate a working interest. Having ample facilities at a station to care for the needs of farmer patrons every season and keeping the same manager busy cultivating friendly relations with prospective customers, all contributes materially to the permanent success of the business.

The wonderful developments thruout the land in the matter of chain stores should stimulate some of our line company failures to the rejuvenation of their property and to a modernizing of their methods. To my own way of thinking one of the first things to be accomplished thru the establishment and carefully organized, well managed line companies would be thru the consolidation of the elevators at each station under a practical grain man so as to minimize the friction and discord now existing at many stations with profit to no one and disaster to many. Elevator operators everywhere will admit that we have ample need for improved conditions in the trade. How are we to go about it to get what we need?—Scott Frederick.

Do Any Elevators Sell Side Lines for Cash Only?

Grain Dealers Journal: A good share of our business is in side lines and the extension of credit is a more or less increasing problem. I would like to make a personal visit to some good points doing a cash business, if there is such a thing in the elevator line.

Is it possible to operate an elevator successfully on a strictly cash basis?—Ivan W. Syler, Nappanee, Ind.

The Corn Borer Graft.

Grain Dealers Journal: Judging from the propaganda now appearing in various Farm Journals and newspapers, it looks like the farm machine makers and political papsuckers are planning a return engagement next season with their oil burners, stubble pounders and other needless machines, now thirty-five in number.

If an acre of corn in Ohio, outside of the "Pump" or low lands lying along the lakes has been materially affected by the corn borer I have been unable to locate it and I have canvassed the entire state where commercial corn is grown. The corn borer, like the mosquito, June bugs and mud-turtles, have been in the reeds and weeds in these low lands for many years, where they probably would have remained had it not been for the scheming politicians.

European farmers successfully combat the corn borer without Government aid or interference, American farmers can and should do likewise, and much needless expense and annoyance would be eliminated. Apparently, there are those who are interested more in diving into the Federal and State government treasuries than they are in delving into the economic problem of efficient pest control.

President Coolidge has well said: "It does not follow that, because something ought to be done, the National or State government ought to do it."

The propagandists and papsuckers tell us that the corn borers are traveling westward at the rate of twenty-five miles a year. Hon. Chas. L. Knight says, "The corn borer is a reed worm of our boyhood days. He has always been in reeds and weeds, and now and then in a stalk of corn. But this common and comparatively harmless worm was dug up by the grafters and schemers for the purpose of creating more political jobs."

If Professor Christie and Director Truax were familiar with economic corn borer control methods as provided by the State Entomologists and published in the Bulletins issued by the Agricultural Department, as they should be, why did they tell President Coolidge that ten million dollars were needed to cope with this humble comparatively harmless worm?

Why did they tell President Coolidge that the farmers and business men of Ohio and other states were sponsoring the movement to secure an appropriation from Congress of ten million dollars for corn borer control purposes, when fewer than one per cent of our farmers and business men even had knowledge of their going to Washington.

There has never been a more gigantic graft put through in so short a time or one from whose evil influence the country will suffer more, says Hon. Charles L. Knight.

Are the grain dealers and other organizations of Ohio content to fold their arms and close their eyes to such flagrant incompetence on the part of our public officials, much less to corruption and graft?

Will you support an organized movement to bring this matter before the Senate investigation committee?

If Christie and Truax are not familiar with our Agricultural Department Bulletins, are they competent to hold their respective positions?—E. T. Cusenborder, Sidney, O.

The Autumn and the keen and frosty morn!

The wild blood kindles to the task we set,
To whip along the fields of wigwamed corn
Past where ungathered apples swing and fret.
And oh, the tawny beauty of the land,
The hazy, lazy languor everywhere,
As if Dame Nature's decorative hand
Had spilled its talents on the very air!

Robert Carder Dead.

Robert Warren Carder was found dead in bed at his home in Chicago on the morning of Oct. 22, evidently from a stroke of apoplexy due to high blood pressure.

He was born at Griggsville, Pike County, Illinois, in 1871, and as a boy made his first connection with the grain business by entering the employ of the old firm of N. H. Warren & Co., Chicago. Soon he went to Sioux City, Iowa, as the representative of a grain firm, returning to Chicago to represent H. Higgins & Co. on the floor of the Board of Trade. Later he went with the W. A. Fraser Co., of which he was sec'y-treas. at the time that company discontinued business.

With Edwin L. Hitch he formed the present firm of Hitch & Carder in 1913, doing principally a grain receiving business, Mr. Carder looking after the business on the floor of 'Change while Mr. Hitch handled the office work.

He is survived by his wife, who was a daughter of Geo. Purdy of Fond du Lac, Wis., where the remains were interred.

Mr. Carder was fond of golf and had been a member of the Illinois Athletic Club. His genial disposition and unruffled manner in times of stress made him well liked at home, in the office, on 'Change and at the annual conventions of the Indiana and Illinois Grain Dealers Ass'n which he attended regularly.

Construction Observations.

BY TRAVELER.

In the face of experience with fire burning out the wood leg bracings and manlift guides in the well of a concrete elevator, Why will an elevator company replace the wood that burned out with more wood? Steel would cost a little more, but it would be permanent and fire proof.

LEAKING ROOFS.—The discussion of construction costs calls to mind the dealer in southwestern Kansas who owned two elevators at one station, both ironclad, except for the paper roofs. The roof on one of them got to leaking badly so he contracted for the replacing of paper with metal.

It occurred to us that right then was the best time to replace both roofs with metal. The equipment and scaffolding was on the job. The second job could be done at a smaller cost than the first, and it won't be long before that second roof will begin leaking.

SMALLER BINS.—Terminal elevators are calling for smaller bins and many of them, so different grades and wheat of varying protein contents may be separately binned. With almost each per cent of protein making such a difference in market price no two cars are alike. The demand seems to be for clusters of tanks carrying about 20,000 bus. and less. Where old tanks of large capacity no longer fit the needs of operators partitions dividing them into several bins will be constructed.

SMALLER OPERATING UNITS.—The interests of economy are further demanding the division of plants into smaller units. Thus only can excessive power and mechanical handling costs be kept down so a plant can show a profit. If one machine and a small motor will do a job, why use a large motor and run unused machinery?

Warsaw (Poland) grain elevators will be reconstructed and used for storing, according to plans approved by the Warsaw Municipal Com'ite. Total storage will then be 8,000 tons.

The International Grain and Hay Show.

The ninth International Grain & Hay show will be held at Chicago from Nov. 26 to Dec. 3 as a department of the world famous International Live Stock Exposition. This annual exhibition of over 5,000 samples of grains, small seeds and hay has grown to be the largest show of its kind and has become a powerful factor in the improvement of the commercial grains of the United States and Canada. It merits and has received the hearty support of the grain and milling industry.

Twenty-two different crops will compete in the various classes this year. Practically every part of the continent will be represented by its outstanding samples. Intense rivalry has developed for championship honors between different sections such as Canada and Montana in the wheat classes. To encourage Canadian exhibitors the provincial governments, railroads and companies interested in grains are offering a rich series of special awards for the best Canadian samples at the show. From far away New South Wales are coming samples of wheat which have won in the leading contest there.

In connection with this show there will be held an inter-collegiate crops judging contest between teams of students who are specializing in the study of grains. The United States Department of Agriculture and the various agricultural colleges and experiment stations will stage educational exhibits covering many timely and interesting subjects. The corn borer menace will be a feature of these displays. An interesting exhibit will be a collective display of new varieties of crops recently originated by the experiment stations.

Entries may be made without charge up to Nov. 10 and everyone connected with the grain trade will promote their interests by encouraging as many exhibitors to take part as possible.

Latvia: Some new grain warehouses and drying plants are to be erected in this country soon, according to recent dispatches. These will be mostly in interior districts, but should the export trade develop, the Agricultural Ministry will consider the advisability of building a grain warehouse in Libau.—Ost Express.

For the first time in history it is now expected that comparable data will be made available covering the production of the most important agricultural products in practically all of the countries of the world wherein facilities to take the first agricultural census of the world exist or can be created.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 15 (?) Miami Valley Grain Dealers Ass'n, Sidney, Ohio. Definite date to be announced in next number.

Nov. 15-17. Farmers Elevator Ass'n of Nebraska, and Farmers Managers Ass'n of Nebraska, Hotel Yancey, Grand Island, Nebr.

Nov. 15-16. Colorado Seedsmen's Ass'n at the Colorado Agricultural College, Fort Collins, Colo.

Nov. 29-30-Dec. 1. Farmers Elevator Ass'n of South Dakota at Marvin Hughitt Hotel, Huron, S. D.

Jan. 16-17. Farm Seed Ass'n of North America winter meeting, place to be announced later.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

New President Minneapolis Chamber of Commerce.

Last month Minneapolis received 28,162 cars of grain and handled it with dispatch and to the satisfaction of all concerned. Its Chamber of Commerce is made up of live progressive dealers who get results. Recently in selecting officers for the ensuing year the members elected John S. Pillsbury president. The Pillsbury family were pioneers in the milling business of the Northwest and the father of J. S. Pillsbury served the Exchange as president many years ago.

John Sargent Pillsbury was born Dec. 6, 1878 and educated in Minneapolis Public Schools. He was graduated from the University of Minnesota in 1900. He immediately entered the employ of the Pillsbury Flour Mills Co. and spent four years learning the rudiments of the business. He spent one year in the Orient and going around the world on business and pleasure. The next few years were spent largely on the road, selling flour at first through the West to the smaller trade, and later largely in the East selling to the large trade.

He became a director and treasurer of Pillsbury Flour Mills Co. in 1909, and vice-president in 1911, with supervision of sales. At present he is first vice-president of Pillsbury Flour Mills Co.; a director of the Northwestern National Bank, Minnesota Loan and Trust Co., Wisconsin Central Railroad, Atlantic Elevator Co., and Armour and Company, Chicago. He is a member of the Minneapolis Club, Minneapolis Athletic Club, Lincoln Club of Minneapolis, and various country clubs in Minneapolis; a member of Chicago Club, Racquet Club of Chicago, University Club of New York and Links Club of New York. He is vice-president and director of Council of Social Agencies, trustee of Pillsbury Settlement House, and chairman of board of trustees of Plymouth Congregational Church, Minneapolis.



John S. Pillsbury, Minneapolis, Minn.
Pres. Chamber of Commerce.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Holyoke, Colo., Oct. 19.—Corn ought to yield around 25 to 30 bus. per acre. Small damage.—Holyoke Farmers Co-operative Elvtr. Co.

Haxtun, Colo., Oct. 20.—We expect quite a bit of corn. About half of it will be a little light as a consequence of early frosts.—H. L. Ballinger.

Venango, Neb., Oct. 18.—Corn is pretty good. Yield should run 20 bus. per acre or better. Not very much damage.—Farmers Union Co-operative Grain Co.

Culbertson, Neb., Oct. 17.—Our valley corn is in fine shape and will yield well but the upland corn is a little light.—J. Hassler, Bullard & Hassler Lbr. Co.

McCook, Neb., Oct. 17.—Corn has matured very nicely with very little damage. Yields should average around 30 to 35 bus. per acre.—Real & Easterday.

Amherst, Colo., Oct. 19.—Corn hereabouts should make 20 to 25 bus. per acre. Very little damage.—L. L. Yowell, mgr., Farmers Co-operative Elvtr. Co.

Culbertson, Neb., Oct. 17.—Corn is good. It should average more than 30 bus. per acre. Very little damage.—Wm. V. Overby, agt., Shannon Grain Co.

Hecla, S. D., Oct. 15.—Crops are just fair around here. This station will probably handle about 500,000 bus. of grain.—Chas. W. Estee, sec'y, Estee Elvtr. Co.

Enders, Neb., Oct. 18.—We expect our corn to yield over 20 bus. per acre. Some of it will be soft and chaffy.—Dewey Marsell, agt., Krotter & J. S. Fitzgerald.

Perry (McCook p. o.), Neb., Oct. 17.—Corn around here will average over 35 bus. per acre. Some of the late stuff will be chaffy.—E. J. Real, Real & Easterday.

Dailey, Colo., Oct. 20.—Corn should average around 20 bus. per acre. Quality will be fair. Frost nipped quite a lot of it.—A. A. Pigeon, Dailey Co-operative Co.

Brush, Colo., Oct. 21.—We expect a good corn crop but will have to ship in some, nevertheless, to meet our feeding needs.—H. L. Hogsett, mgr., Farmers Elvtr. Co.

Hamlet, Neb., Oct. 17.—We will have more corn than usual. Some of it will be a little soft but most of it is pretty good quality.—M. H. Hiner, agt., F. C. Krotter.

Imperial, Neb., Oct. 18.—We will have a fair corn crop, yielding an average of 15 bus. or better per acre. Frost damaged some of it pretty badly.—E. P. Schroeder.

Culbertson, Neb., Oct. 17.—Corn should yield around 35 bus. per acre. It has pretty well matured with very little damage.—A. C. McNeil, mgr., Culbertson Equity Exchange.

Brandon, Neb., Oct. 19.—Corn has been damaged about 30% by frosts. We expect yields to run about 15 bus. per acre.—G. Bickel, mgr., Farmers Union Co-operative Grain Co.

Paoli, Colo., Oct. 19.—Corn will be a little chaffy but it looks like a good crop of fine quality. Yields should run 20 to 25 bus. per acre.—Fred Schnieder, T. J. Taylor Grain Co.

Fleming, Colo., Oct. 20.—Our corn should make 20 bus. or more to the acre. Quality will be just fair. Quite a lot will be light and chaffy.—J. B. Thomas, Farmers Co-op. Elvtr. Co.

Palisade, Neb., Oct. 17.—We have a pretty fair crop of corn. Not more than 20% is soft. Yields should run about 30 bus. per acre. on the average.—F. E. Janke, agt., Equity Union Grain Co.

Wauneta, Neb., Oct. 18.—Corn is in pretty good shape. Replant stuff will show some damage. Yields will probably run a little more than 20 bus. per acre.—Wauneta Equity Merc. Exchange.

McCook, Neb., Oct. 17.—Corn is a little chaffy as a consequence of the hot weather in September. The yield will probably average around 30 bus. per acre.—A. Sigwing, mgr., McCook Equity Exchange.

Imperial, Neb., Oct. 18.—Corn is pretty fair. We expect to ship some. Movement won't start much before December 1st, depending on the weather. Shucking is just commencing.—A. Belau, mgr., Imperial Equity Merc. Exchange.

Beverly, Neb., Oct. 17.—We expect a bumper crop of corn. Some of it will be soft but not very much. Farmers are showing a tendency to use mechanical pickers. Three of them have been bot locally.—E. C. Burkhardt, F. C. Krotter & Co.

Wauneta, Neb., Oct. 17.—Corn movement is expected to begin in a few weeks, just as soon as the grain is sufficiently dry so the elevators can handle it. Some experimentation with mechanical corn pickers is commencing. There are three of them in Beverly territory.—E. M.

Springfield, Ill., Oct. 19.—Considerable rain fell at the beginning of the week but the latter part was mostly clear. Wheat made excellent progress. However, there is much yet to be sown. Corn is now 65% safe. Killing frost occurred on the 14th over more than half of the northwest and west central portions of Illinois. Corn leaves were killed, but some claim that the ears were not hurt because of the husk protection. Growth was stopped. The frost was heavy at Cairo.—Clarence J. Root, meteorologist.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

| WHEAT | | | | | | | | | | | | |
|-------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | Oct. 11. | Oct. 12. | Oct. 13. | Oct. 14. | Oct. 15. | Oct. 16. | Oct. 17. | Oct. 18. | Oct. 19. | Oct. 20. | Oct. 21. | Oct. 22. |
| Chicago | 130 1/4 | 130 3/4 | 131 1/4 | 131 1/4 | 130 3/4 | 129 3/4 | 127 1/2 | 126 3/4 | 125 3/4 | 123 1/2 | 122 1/2 | 122 1/2 |
| Kansas City | 124 1/4 | 124 1/4 | 124 1/4 | 125 1/4 | 125 1/4 | 124 1/4 | 122 1/4 | 122 1/4 | 120 1/4 | 118 1/4 | 117 1/4 | 117 3/4 |
| St. Louis (Hard Winter) | 129 3/4 | 129 3/4 | 129 3/4 | 130 3/4 | 129 3/4 | 128 3/4 | 126 3/4 | 126 3/4 | 124 3/4 | 122 3/4 | 122 3/4 | 122 3/4 |
| Minneapolis | 128 1/4 | 127 1/4 | 128 1/4 | 129 1/4 | 128 1/4 | 127 1/4 | 125 1/4 | 124 1/4 | 123 1/4 | 121 1/4 | 120 1/4 | 120 1/4 |
| New York (Domestic) | 131 1/4 | 131 1/4 | 132 1/4 | 133 1/4 | 132 1/4 | 131 1/4 | 129 1/4 | 128 1/4 | 127 1/4 | 125 1/4 | 124 1/4 | 124 1/4 |
| Duluth (Durum) | 120 1/4 | 120 1/4 | 120 1/4 | 121 1/4 | 120 1/4 | 119 1/4 | 117 1/4 | 117 1/4 | 116 1/4 | 113 1/4 | 112 1/4 | 112 1/4 |
| Winnipeg | 130 1/4 | 130 1/4 | 130 1/4 | 131 1/4 | 131 1/4 | 131 1/4 | 128 1/4 | 127 1/4 | 126 1/4 | 125 1/4 | 124 1/4 | 124 1/4 |
| Milwaukee | 130 1/4 | 130 1/4 | 130 1/4 | 131 1/4 | 130 1/4 | 129 1/4 | 127 1/4 | 126 1/4 | 125 1/4 | 123 1/4 | 122 1/4 | 122 1/4 |
| CORN | | | | | | | | | | | | |
| Chicago | 90 3/4 | 90 3/4 | 89 1/4 | 86 1/4 | 85 1/4 | 86 1/4 | 84 1/4 | 84 1/4 | 83 1/4 | 82 1/4 | 83 1/4 | 83 1/4 |
| Kansas City | 83 1/4 | 83 1/4 | 81 1/4 | 79 1/4 | 78 1/4 | 79 1/4 | 77 1/4 | 77 1/4 | 76 1/4 | 75 1/4 | 75 1/4 | 75 1/4 |
| St. Louis | 90 1/4 | 90 1/4 | 88 1/4 | 86 1/4 | 85 1/4 | 85 1/4 | 83 1/4 | 83 1/4 | 82 1/4 | 81 1/4 | 82 1/4 | 82 1/4 |
| Milwaukee | 90 1/4 | 90 1/4 | 89 1/4 | 86 1/4 | 85 1/4 | 86 1/4 | 84 1/4 | 84 1/4 | 83 1/4 | 83 1/4 | 83 1/4 | 83 1/4 |
| OATS | | | | | | | | | | | | |
| Chicago | 46 1/4 | 46 1/4 | 46 1/4 | 46 1/4 | 46 1/4 | 46 1/4 | 45 1/4 | 46 1/4 | 45 1/4 | 45 1/4 | 45 1/4 | 46 1/4 |
| Minneapolis | 44 1/4 | 44 1/4 | 44 1/4 | 43 1/4 | 43 1/4 | 43 1/4 | 43 1/4 | 43 1/4 | 42 1/4 | 42 1/4 | 42 1/4 | 43 1/4 |
| Winnipeg | 55 1/4 | 54 1/4 | 54 1/4 | 54 1/4 | 54 1/4 | 54 1/4 | 53 1/4 | 52 1/4 | 52 1/4 | 51 1/4 | 51 1/4 | 52 1/4 |
| Milwaukee | 47 1/4 | 47 1/4 | 46 1/4 | 46 1/4 | 46 1/4 | 46 1/4 | 45 1/4 | 46 1/4 | 45 1/4 | 45 1/4 | 45 1/4 | 46 1/4 |
| RYE | | | | | | | | | | | | |
| Chicago | 96 1/4 | 96 1/4 | 96 1/4 | 96 1/4 | 96 1/4 | 97 1/4 | 96 1/4 | 95 1/4 | 95 1/4 | 96 1/4 | 97 1/4 | 97 1/4 |
| Minneapolis | 91 1/4 | 91 1/4 | 90 1/4 | 91 1/4 | 91 1/4 | 91 1/4 | 90 1/4 | 89 1/4 | 89 1/4 | 90 1/4 | 91 1/4 | 91 1/4 |
| Duluth | 92 1/4 | 92 1/4 | 92 1/4 | 93 1/4 | 93 1/4 | 93 1/4 | 92 1/4 | 92 1/4 | 91 1/4 | 92 1/4 | 93 1/4 | 93 1/4 |
| Winnipeg | 93 1/4 | 93 1/4 | 93 1/4 | 94 1/4 | 94 1/4 | 94 1/4 | 93 1/4 | 92 1/4 | 92 1/4 | 92 1/4 | 93 1/4 | 93 1/4 |
| BARLEY | | | | | | | | | | | | |
| Minneapolis | 72 1/4 | 71 1/4 | 71 1/4 | 71 1/4 | 71 1/4 | 71 1/4 | 70 1/4 | 69 1/4 | 70 1/4 | 71 1/4 | 71 1/4 | 71 1/4 |
| Winnipeg | 74 1/4 | 73 1/4 | 73 1/4 | 74 1/4 | 75 1/4 | 74 1/4 | 73 1/4 | 73 1/4 | 72 1/4 | 72 1/4 | 72 1/4 | 72 1/4 |

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Chicago, Ill., Oct. 24.—Chicago today received its first car of new corn. It was from Oklahoma.

Holyoke, Colo., Oct. 19.—About 85% of our wheat has moved. The combines handled it pretty fast.—E. E. Smith, Reimer-Smith Grain Co.

Sterling, Colo., Oct. 21.—Little more than 50% of our wheat has moved. Much of the stack stuff isn't threshed yet.—B. F. Sharp, Logan County Mfg. Co.

Brush, Colo., Oct. 21.—About 75% of our wheat has moved. About 5% is in farmers' bins, and 20% still unthreshed.—O. R. Meyers, The Brush Elvtr.

Fort Morgan, Colo., Oct. 22.—We expect to handle a lot of corn this year. This is a good feeding point and is well stocked.—Ralph Donnen, Donnen Bros.

Atwood, Colo., Oct. 21.—We have enjoyed a very good season. Wheat was of good quality. About 80% has already moved.—J. E. McTee, Sterling Milling Co.

Beverly, Neb., Oct. 17.—Wheat movement is over. Not more than 15% is back in the country waiting for better prices.—E. C. Burkhardt, F. C. Krotter & Co.

Brandon, Neb., Oct. 19.—Wheat rush is well over. This station has shipped about 235 cars. About 20% is back in the country.—C. H. Hegman, mgr., P. J. Fitzgerald.

Wauneta, Neb., Oct. 18.—We have enjoyed pretty good movement. We have shipped 120 cars to date. About 25% is still back in the country.—Krotter & Walker.

Fort Morgan, Colo., Oct. 22.—About 80% of our wheat has moved. Corn movement will start soon. We ship in around 200 cars a year for feeders.—E. Lieber, Lieber Grain Co.

Enders, Neb., Oct. 18.—Wheat movement is pretty much over. Most of the crop was damp. About 25% is still back in the country.—Geo. Ballard, mgr., Farmers Produce & Supply Co.

Amherst, Colo., Oct. 19.—Wheat movement is between 90 and 95% over. Most of it was of good quality. Around 75% of it was harvested with combines.—Desco Bunt, Amherst Grain Co.

Merino, Colo., Oct. 21.—We expect to handle some corn this year. The crop is much better than average. Yields should run about 20 bus. per acre.—Hal Gates, agt., W. C. Harris Grain Co.

Hamlet, Neb., Oct. 17.—Wheat movement is pretty well over. Not over 30% is back and that is waiting for better prices. Corn should start moving in a few weeks.—Earl Clark, agt., Morrison Grain Co.

Kansas City, Mo., Oct. 15.—The first receipts of new crop corn came in today from near Muskogee, Okla. One car brought 83c, graded No. 3 mixed, 53.7 pounds weight per bushel, 15.4 per cent moisture and 6 per cent damage.

St. Joseph, Mo., Oct. 10.—Receipts and shipments of grain, in bus., during September as compared with September, 1926, were: Receipts—Wheat, 977,200; 789,600. Corn, 571,500; 661,500. Oats, 166,000; 156,000. Rye, 1,500; 28,500. Barley, 3,500; Shipments—Wheat, 429,800; 316,400. Corn, 532,500; 354,000. Oats, 12,000; 46,000.—Grain Exchange.

Wichita, Kan.—The Roth Grain Co. received a car of corn, the first of the 1927 crop, from Caddo County, Okla., Oct. 6. The grain graded No. 2 mixed and carried a 14.6% moisture content. This is considered rather dry this year as No. 2 will allow moisture up to 15.5%. The corn will be sent east from Wichita. The grain sold at practically old corn price.

Denver, Colo., Oct. 10.—Receipts and shipments at the local market during September as compared with September of last year, in bus., were as follows: Receipts—Wheat, 6,828,500; 166,500. Corn, 113,150; 44,950. Oats, 74,000; 38,000. Rye, 15,000; 1,500. Barley, 263,500; 66,300. Shipments—Wheat, 1,626,000; 154,500. Corn, 142,600; 57,350. Oats, 56,000; 48,000. Rye, 22,500; Barley, 25,500; 3,400.

*Columbus Day markets closed.

Ohio Dealers Hold Big Meeting at Lima

The boys just poured in! That covers it. From around Cincinnati, Cleveland, Portsmouth, from Michigan and Indiana, from Baltimore and Buffalo, from a dozen country stations *never* before represented at any grain dealers' convention, 247 grain dealers turned out for "Bill" Cummings' and "Phil" Sayles' 48th annual fall meeting of the Ohio Grain Dealers Ass'n, held at Lima on Oct 25, for the *best* attendance on record. This is an increase of 200 per cent over the usual attendance at these fall sessions. [After hearing about the home-made pie served at the appealing luncheon, a real he-man meal, the attendance next year will undoubtedly take another flier, for everything on the program and menu was great, including the entertainment by Joe Doering and H. G. Pollock.]

Most of the 42 new members added to the rolls since June by "Bill" Cummings and his willing co-workers must have been there. Then there was Nell Beibel, grain dealer of Van Wert, and a half dozen other ladies. "Bill's" efforts were lauded from the floor and his success proclaimed on every hand.

Contrary to usual form, there were 126 country stations registered before the noon, whereas the terminal receivers, track-buyers and specialty representatives usually predominate. Many more country shippers drove in shortly before the close of the market. Actually there were more grain shippers present than have graced any Ohio convention in many years, at either spring or fall meeting.

The five-course feast, which set the boys back one greenback apiece, was well served under trying circumstances at the Elks' Club, sharply at 12:30. Most of those who had arrived the afternoon before were just ready for the stimulating repast, and considering the "seconds" were far from disappointed. Handy football schedules greeted the banqueteers, with the compliments of the Grain Dealers National Mutual Fire Insurance Co. Cigars were furnished by A. R. Wilson and Colonial Salt Co. Thompson-McKinnon furnished periodical market quotations.

"EVERY MEMBER GET A MEMBER."

PRES. "PHIL" SAYLES, Columbus, presided, and in his opening remarks of welcome emphasized the value of the overwhelming attendance as a stimulus to put into play that slogan, "Every member get a member." Considering the enthusiasm registered, the other 561 non-members in the state will probably be aboard with the present peppy crew before long. The present plan is for every non-member to give his good business a membership herein for Christmas. In the event of such probable success in this new-membership campaign, much smoke as the result of Ohio's activities may readily be anticipated. Look out, you non-members! Remember this gang is "hot" after your support and encouragement. Bill says, "Better send in your application now 'fore I 'sick' my hounds on you!"

Mark Pickell, Chicago, on "The Dollars and Sense of Grain Prices," delivered the following address:

Relativity of Prices

There is one law of prices that you must know if you are to take full advantage of the big swings that come in the prices of grain, and that is the law of price relativity.

Einstein, you know, came over to this country a few years ago with his law of relativity. "Everything," he said, "is relative." For instance, take the matter of speed. A man walks a mile in 12 minutes, and he is stepping right along. But a horse will run a mile in a minute and a half. Compared to a man's speed, that of the horse is much greater. An airplane, however, will travel at the rate of 150 miles an hour, or more than 2 miles a minute; and compared with the plane, a horse is as slow as a

snail. Recently, however, an Englishman came over to this country and drove an automobile at the rate of over 300 miles an hour. He made even an airplane seem slow. And yet, when you compare the cyclonic speed of that auto with the speed at which light travels, that auto was slower than the oats market.

The Commodity Index.—We take the index compiled by the great commercial firm of Bradstreet's. This index is the average price per pound of 96 different commodities, including practically everything that you use. Just stop and think of ten different metals. There are iron, zinc, copper, lead, silver—it makes you stop to think of ten. Then go on and name 10 different kinds of grains, five or six different kinds of building materials, drugs, meats, and go on down until you have 96 of the common necessities of life, and you will include the things which compose Bradstreet's Commodity Index.

Now we have something with which to compare the price of wheat, to see whether it is "high" in price, or "low." Starting with a common denominator, as they taught us in eighth grade, we take the years 1909 to 1913 as 100, or a starting base. The average price of wheat from 1909 to 1913, Chicago, was \$1.05 a bushel. In August, the general commodity index stood at 139½ per cent of the 1909-13 average, so 139½ per cent of \$1.05 would be \$1.46¼, which was right in the level where the wheat price actually was when we advised our clients to sell. Today that index, or ALL PRICE CURVE, has advanced to 148½ per cent of the 1909-13 average, which would be equivalent to a price of \$1.52 on wheat. But the price of wheat has declined until a bushel of wheat will not exchange for its usual quota of other commodities, SO WHEAT IS "LOW" IN PRICE.

Relationship between Wheat and Commodity Prices.—We have seen that a definite relationship exists between the price of wheat and the general average of commodity price levels. That normal relationship is preserved so long as the supply approximates the demand. When the supply is greater than the normal demand, then a low price is necessary. Wheat should stay below its usual level of exchange for other commodities. But when the supply is less than the normal demand, then the price of wheat should advance until a bushel of it will bring more than usual of other commodities in exchange. Wheat should stay above the ALL PRICE CURVE.

To determine a Normal Supply is more or less simple. It is mostly a matter of being able to secure the accurate statistics. To determine the normal, we simply take a moving five-year average of world production, add to it the exports that Russia will have, then take the world visible supply on August 1. That is a five-year average. Then, inasmuch as the world's eyes do not look far behind, we take an average of the last two years, then average the five and two-year averages, and we have a normal. Then, after you get the normal, it is rather an easy matter to compare the actual supply with the normal to see which is the larger, and therefore whether wheat should stay above the ALL PRICE CURVE during the year, or below it.

Back in 1908 and 1909, the crop was below normal both for the United States and for the world, so wheat prices advanced far above the curve and Jim Patten became famous.

In 1910-11 the supplies were about normal, and a rather dead market existed, the two curves working closely together. In 1914, the supply was below normal, and prices advanced above the curve. It is true that there was a war started, but wheat would have advanced, war or no war. The supply was below normal.

In 1915, the war was still on, much more intense than ever. Yet the world that year raised its largest supply of wheat, and despite the fact that general commodity price levels were advancing most rapidly and part of the wheat was bottled up by the German raiders and the start of the submarine war, the price of wheat for the year averaged below the curve.

In 1916, Australia was completely bottled up. One hundred and twenty million bushels of wheat lay on the wharves for the rats to eat. This was one place where one must use his horse sense in the interpretation of the statistics. Altho the wheat was there, it was unavailable for consumption, and prices rose to \$3.25 a bushel.

In 1917, the world almost had a crop failure. In the first place, men were destroying instead of producing. Acreage was cut down. On top of this, Mother Nature was a bull, and there was the smallest supply of recent history. They fixed the price at \$2.20 a bushel. Herbert Hoover says they fixed it to keep it from going to \$1.50 a bushel. I say they fixed it to keep

it from going to \$5.00 a bushel. Look here! In 1909, with a short U. S. and world supply, prices advanced far above that curve. In 1914, under the same conditions, the price did exactly the same thing. In 1924, with similar conditions, the price did the same thing. Is there any reason for believing that in 1917, with the shortest supply in recent history, prices would not have done the same thing? Rye in that year advanced about 50c or 75c a bushel higher than it had reached in 1916. Wheat would have gone much higher than that. This is important, because it shows the result of government interference with the grain trade. Adam Smith declared there has never been a famine in history that was not traceable to government interference with the grain business.

Well, what about prices this year? That is what you are particularly interested in. How does this year's supply compare with the normal for the year?

The figures of course are not yet all in. Argentina is right in the middle of a growing crop season. It is May in Argentina, and rust, drouth, heat, or frost may yet upset their crop. Jim Patten says: "We do not speculate that two and two make four; we speculate on the uncertainties." I might add that we base our speculative commitments on the probabilities.

Argentina this year has a larger acreage than last year. Although their crop went into dry ground, they have since had an above-normal rainfall, and their growing conditions are reported excellent. The fact that February wheat in Argentina declined 6 cents a bushel while the U. S. and Canadian markets were holding steady in this last congestion would indicate that the trade down there is not apprehensive over the outcome of their crop. We estimate their crop at 225 millions as compared to 220 million last year. It may be more, it may be less.

Under date of October 18th, our Australian correspondent cables us an estimate of 115 million bushels. This man is one of the largest grain merchants of Australia, and we have worked with him for six years. His estimate can be relied upon.

That would make the Southern Hemisphere crops somewhat under last year, as Australia had 160 million bushels last year.

In Europe, the crop is about 100 million bushels more than last year, although some allowance must be made for the poor quality of wheat which the rains of August caused. This is one of the "uncertainties" which may later cause a revision of our calculations.

Asia has a larger crop than last year, as has Africa. And with 867 millions in the United States, with 459 million in Canada, we have a new supply of 1,326,000 compared to 1,243,000,000 last year.

In addition to this, the world visible supply on August 1 this year was larger than last year. From Russia, however, we expect only 20 millions of exports as compared to 32 last year.

Present Wheat Supply Excessive.—Making a recapitulation of all of the world statistics to date, we find a total wheat supply of 3,578,000,—



Pres. Philip Sayles,
Columbus, Ohio.

000 bushels compared to 3,447,000,000 last year. This is the second largest supply of wheat the world has ever had. It exceeds the supply of 3,556,000,000 bushels of 1923, when prices went down to 96c a bushel. It is not quite so large as the supply of 1915, when prices went to 89c a bushel.

That is the actual available supply. In addition, the weather this year has been truly wonderful for the planting of new winter wheat. All of my reports to date point to an increase of anywhere from 10 to 25 per cent in wheat acreage, and it has had most excellent soil and weather conditions. Men of Kansas tell me that they have never had a failure when wheat went into the ground in such condition. Furthermore, they say that when the ground is in condition such as it is this year, they are seldom bothered with fly damage.

Under these conditions, and especially with Canada right now threshing and marketing wheat at the rate of 6 million bushels a day, with that wheat being simply poured on to the market so that it will not be bottled up in the country when the lakes freeze up, what is there to get bullish on? So far the only actual demand has been in the wheat pit. Many boats have gone down the lakes that were not sold and which could not be sold after they left at the cost of replacement of the wheat at the loading port. The wheat must move—and Europe knows that just as well as we do.

The only way you can get the producers to cut down the production is to force a price that will bring the situation most clearly to their attention. An advance in wheat prices at this time will not cause farmers of Canada and of India and of Europe to reduce their acreage. An advance now will cause them to increase the acreage. And with 100 millions more to export from North America than last year, with more in Africa and more in Asia to export; with a greater crop than last year in Europe and therefore a demand for at least not more than they had last year, some steps must be taken to reduce production, or wheat will be a drug on the market and farmers will once more be going bankrupt. Farmers will raise a howl if prices break. That is true enough. It will cause more agitation in Congress than ever. But if you men will carry the message to them and to farmers all over the world, I am sure that you can help do by education what a low price will force despite all the assistance that Congress will talk about, if the supply keeps on increasing at the rate it has for the last two years.

Inertia of the Market.—It takes time for a market to change from a bear position to a bull position, or vice versa. It takes time for those who have been long in the market, after it is advancing, to get out of their long grain and go short. And the man who is long in the market on an advance of 40c to 50c is in a wonderful position to buy more on a break. So it takes time to whip the bulls after they have been in control of the market for a good move. It takes time to whip the bears after they have been in control of the market.

After a good run and before the trend changes there is always a period of accumulation or distribution.

Public Gets in Right.—The general supposition is that the big boys make the market, and start it advancing or declining. The facts are, however, that the records show that the public completes the bottom on the market, and are long the greatest volume of wheat, when the market is on the bottom and the big speculators are long least there. As the market advances, the public gradually goes out of this line, selling when he has a little profit, and waiting for the reaction which never comes. The big speculators who are not in on the bottom, but possibly are selling on the bottom turn when the market starts advancing, and by the time it goes to the top, they are long their peak volume. At the top, the public sells the grain again and completes the top, but the building of these tops, as I have stated, takes time. So it is that after the market has had a good break we watch the graph to see when that period of accumulation comes in.

Sell on Rally from New Lows.—Invariably the market is a sale on a straight rally from new low prices. It may be a sale for only a scalp, but nevertheless it will come back down to give you an opportunity to collect profits. It is when it comes back down, but fails to make new lows, and holds in congestion and then starts up, that we change from bear to bull. Back of it all, however, there must be a fundamental condition to change the market from bear to bull, or the bulls will not get very far. There must be a demand or a prospective demand from buyers other than those in the grain pits before you will get more than a nasty, mean rally, even though the market does not go any lower. That is why we watch the graphs and look for the reason back of the graph, because we know that the market makes the graph instead of the graph making the market.

A rising vote of thanks was accorded Mr. Pickell on his revealing address.

Some most unexpected pictures were next presented through the courtesy of the Acker-

man Co., some in slow motion. The surprise was enjoyably complete. The battle over who won war commenced anew, but ended happily.

Ohio's Corn Crop. was next considered, reports varying from 35 to 125 per cent of normal production.

E. C. EIKENBERRY, Camden, looks for a much better than average crop. Some corn in his territory is very spotted but on the whole is quite satisfactory.

C. T. PIERCE, Middle Point, gave a bit more pessimistic report. He anticipates from 60-70% of a normal crop, with much of it soft and chaffy.

C. A. HEIGEL, Leipsic, looks for a very spotty crop. It's a bad year for good corn in his opinion. The crop seems so disappointing an estimate would be most difficult.

N. G. BENNETT, McComb, President of the Farmers Grain Dealers Ass'n of Ohio, was more optimistic than his predecessors. He's looking for a better than average crop.

Distribution of Dollars Paid Out in Expense by 85 Ohio Farmers Grain Elevators and 80 Merchandise Elevators.

| Grain predominating | Labor. | Interest. | Depreciation. | Bad debts. | Light, heat, power. | Insurance. | Rent and taxes. | Miscellaneous. | Total expense. |
|-----------------------------------|---------|-----------|---------------|------------|---------------------|------------|-----------------|----------------|----------------|
| Group— | | | | | | | | | |
| Sales up to \$74,999..... | \$41.11 | \$17.78 | \$ 8.89 | \$2.22 | \$6.67 | \$4.44 | \$5.56 | \$13.33 | \$100 |
| Sales \$75,000 to \$149,999..... | 42.86 | 14.28 | 8.57 | 2.86 | 5.71 | 2.86 | 4.29 | 18.57 | 100 |
| Sales \$150,000 to \$224,999..... | 39.22 | 7.85 | 11.76 | 3.92 | 5.88 | 3.92 | 5.88 | 21.57 | 100 |
| Sales \$225,000 and over..... | 48.95 | 8.51 | 10.64 | 4.25 | 4.25 | 4.25 | 4.25 | 14.90 | 100 |
| Average | \$43.55 | \$11.29 | \$ 9.67 | \$3.22 | \$4.84 | \$3.22 | \$4.84 | \$19.37 | \$100 |
| Merchandise predominating | | | | | | | | | |
| Group— | | | | | | | | | |
| Sales up to \$74,999..... | \$51.58 | \$12.63 | \$ 9.47 | \$4.21 | \$4.21 | \$4.21 | \$5.76 | \$ 8.43 | \$100 |
| Sales \$75,000 to \$149,999..... | 47.06 | 10.59 | 10.59 | 2.36 | 5.88 | 3.53 | 4.70 | 15.29 | 100 |
| Sales \$150,000 to \$224,999..... | 49.35 | 9.09 | 77.92 | 2.59 | 6.49 | 3.90 | 3.90 | 18.89 | 100 |
| Sales \$225,000 and over..... | 48.98 | 6.13 | 8.16 | 2.04 | 6.13 | 4.08 | 4.08 | 20.40 | 100 |
| Average | \$48.56 | \$ 8.58 | \$ 8.58 | \$2.85 | \$5.71 | \$4.29 | \$4.29 | \$17.14 | \$100 |

PERRY HALL, Greenville, believes the crop in that territory won't average over 60% merchantable on contracts, with the balance entirely unfit to ship.

A. T. WARD, Fostoria, spoke of a 400 mile tour of inspection just completed, with passive enthusiasm as to the prospects, which in his opinion will average around the same as last year in yield, though much softer and more chaffy in quality.

JOHN MOTZ, Brice, prophesied a fairly good yield, despite that laid waste by frost. None is rotten around Brice, but much chaffy and light.

ELMER SHEETS, Bodkins, believes fair weather for a while yet will enable corn to pull through satisfactorily, despite its handicap of past season.

O. E. RICHARDSON, Celina, indicated corn had excessive moisture and was exceedingly light. Old corn seemed well cleaned up. He's not going to take any new corn in until he has to.

MIAMI VALLEY MEETING AT SIDNEY, NOV. 10.

"DAD" CUSTENBORDER, Sidney, claimed not enough new corn had been gathered to determine its condition. It all appears excellent from the road, but on close inspection it is not so good. He claims, both yield and quality will take a tumble this year in his county. Some shelling is going on. About 80c per cwt. is being paid. The Miami Valley Grain Dealers Ass'n will meet about Nov. 10 this year, on account of the lateness of the crop.

MISS NELL E. BIEBELL, Van Wert, concurred with Mr. Richard's report.

JOE DOERING, Antwerp, was quite pessimistic on the prospects, predicting a most disappointing outcome. To the best of his knowledge the corn in his large territory is all very wet and soft and much of it damaged. Altogether it will be most unsatisfactory.

H. C. DOCKSTINER, Bryan, gave a more encouraging summary of conditions as they appeared to him in his territory.

P. M. GALE, Chillicothe, is afraid to handle this new crop until it is absolutely forced on him, which bespeaks its dampness.

H. G. POLLOCK, from the end of the Rainbow, Middle Point, gave the first bullish corn crop report ever chalked up against him. He looks for from 55 to 60% of a normal crop of most undesirable stuff to handle because it is soft, chaffy and light weight. It will take until Nov. 15 at least to insure safety in handling. This crop is immature at this late season, due to the hot September weather.

J. C. JOHNSTONE, Cleveland, chairman of the membership com'te, reported on past progress and hinted at what might be expected in the future should everyone pitch in and help the association attain its goal of 800 members. It's just going to be "too bad" for non-members.

L. G. FOSTER, Ohio State University, Columbus, enumerated the findings of a two year investigation on "Elevator Operating Costs," which is to be available in pamphlet form after the first of the year. He used detailed charts of infinite interest.

J. C. JOHNSTONE, Cleveland, presented the topic of unjust phone rates such as was considered before the "National" earlier this month in Omaha, as published in the last number of the *Journal*. Endorsement of a campaign against rates was unanimous. It was also agreed to suggest that all country shippers place the weight of every car shipped

[Continued on page 494.]



W. W. Cummings, Toledo, O.
Sec'y, Ohio Grain Dealers Ass'n.

Staley's Modern Fireproof Elevator at Decatur, Ill.

The word "Staley" which for the last twenty years has been identified with the corn refining industries and has forced itself to the front in this line will, from now on, also be prominent in the grain markets by the addition of the new 3,000,000 bushel grain elevator costing \$1,500,000, which is equipped with the most modern and up-to-date facilities and is prepared to compete with the elevator operators of other established terminals.

This new fireproof elevator located in the center of one of the largest grain producing states with connections to four large railroad systems is another testimony to the foresight of its owner and is the result of a well developed plan to combine two large industries for a mutual benefit. While the elevator was erected about one-half mile east of the corn products plant, the land between these sites is owned by the A. E. Staley Mfg. Co., and the two plants are connected by an adequate railroad system making communication between the two plants easy and convenient for the transfer of grain.

The new reinforced concrete elevator was erected principally for grain merchandising, but as the corn products plant consumes from forty to fifty thousand bushels of corn a day in the manufacture of starch, syrups and gluten feeds, the elevator will also serve as a storage, cleaning and blending plant for the mill, giving the owner opportunity to buy and receive grain when the market is right. A further testimonial of the owner's good judgment is the location of the site situated far enough from other industries to allow for the installation of ample track facilities. About three miles of receiving and shipping tracks are now installed, with provision made for the addition of an equal amount of storage tracks. Besides being connected to the mill, all these tracks have direct connection to the Wabash storage yard, which is adjacent to the elevator with leads at both ends, so that cars can come in or go out in both directions, reducing the switching.

While the Staley Mfg. Co. heretofore has been merchandising corn, the new elevator will put it in the market for other grains as it is well equipped to handle and merchandise wheat, oats, rye, barley and soya beans.

The elevator is of fireproof construction throughout, with no combustible material entering into any of the buildings. It has a total receiving and shipping capacity of about four hundred cars per day, with facilities for receiving, shipping, storing, cleaning, drying, bleaching, blending, washing and sacking and is divided into several units consisting in general of the following buildings: Workhouse, storage annex, receiving shed, shipping and sacking shed, drier, bleacher, dust house, switch-board room and office.

THE WORKHOUSE which contains the largest portion of the machinery for elevating grain, cleaning, mixing and washing, is 82 ft. long, 63 ft. wide, and 229 ft. high. It is divided into five bays in length and four bays in width, and has a basement story 22 ft. high, first floor 22 ft. high, bin story, bin floor, distributing floor, scale floor, leg head floor with mezzanine floors on both sides for the elevator driving machinery. The two center rows of bins have been divided horizontally into two tiers with a 17 ft. cleaner story between the two sets of bins. The upper tier of bins serve as storage for grain to be cleaned and the lower tier of bins serve as storage for the cleaned grain.

This building is constructed of reinforced concrete throughout, and is well lighted and ventilated with large windows in every bay on each floor. An enclosed stairway runs from the basement to the top floor and a passenger elevator in a separately enclosed shaft runs alongside this stair well with landings at each intermediate floor. This passenger elevator is electrically driven and is fitted with a semi-automatic operating device.

The equipment in this workinghouse consists in general of two receiving elevators, having approximate elevating capacity of 25,000 bushels per hour. Each leg is fitted with two rows of 20 x 8 x 8 buckets on a 42 in. 7-ply rubber belt, each driven by a 175 H. P. motor. Three shipping elevators have approximate elevating capacity of 15,000 bushels per hour and are fitted with two rows of 15 x 8 x 8 buckets on a 32 in., 7-ply rubber belt, and each driven by a 125 H. P. motor. One cleaner leg and one clipper leg have approximate ele-

vating capacity of 12,000 bushels per hour and are fitted with two rows of 12 x 8 x 8 buckets on 26 in., 7-ply rubber belt each driven by a 100 H. P. motor. One drier elevator leg has approximate elevating capacity of 10,000 bushels per hour, and is fitted with one row of 20 x 8 x 8 buckets on a 22 in., 7-ply rubber belt and driven by a 75 H. P. motor. One screenings elevator with approximate elevating capacity of five to six thousand bushels per hour is fitted with one row of 12 x 8 x 8 buckets on a 14 in., 7-ply rubber belt driven by a 25 H. P. motor.

The transmission for all the elevator legs, except the screenings leg, is Falk Gear Reducer direct connected to the motor by flexible couplings. The Falk Herringbone Leg Drives installed were two 12-D units, 175 H. P., 870 to 28 R. P. M. with No. 80 Falk Flexible Coupling; three No. 11-D units, 125 H. P., 870 to 28 R. P. M., with No. 52 Falk Flexible Coupling; Two No. 11-D units, 100 H. P., 870 to 28 R. P. M., with No. 52 Falk Flexible Coupling; one No. 10-D unit, 75 H. P., 870 to 28 R. P. M., with No. 30 Falk Flexible Coupling. The eight units have Falk standard motorbeds and Falk adjustable outboard bearings. The screenings elevator is driven by double reduction silent chain drives.

On the cleaner floor has been installed two No. 15 Monitor Style B Receiving Separators belt driven by a 15 H. P. motor; two No. 11 Monitor Oat Clippers, each driven by a 75 H. P. motor and silent chain drive; one five unit Emerson Cylinder Separator, driven by 5 H. P. motor and silent chain drive.

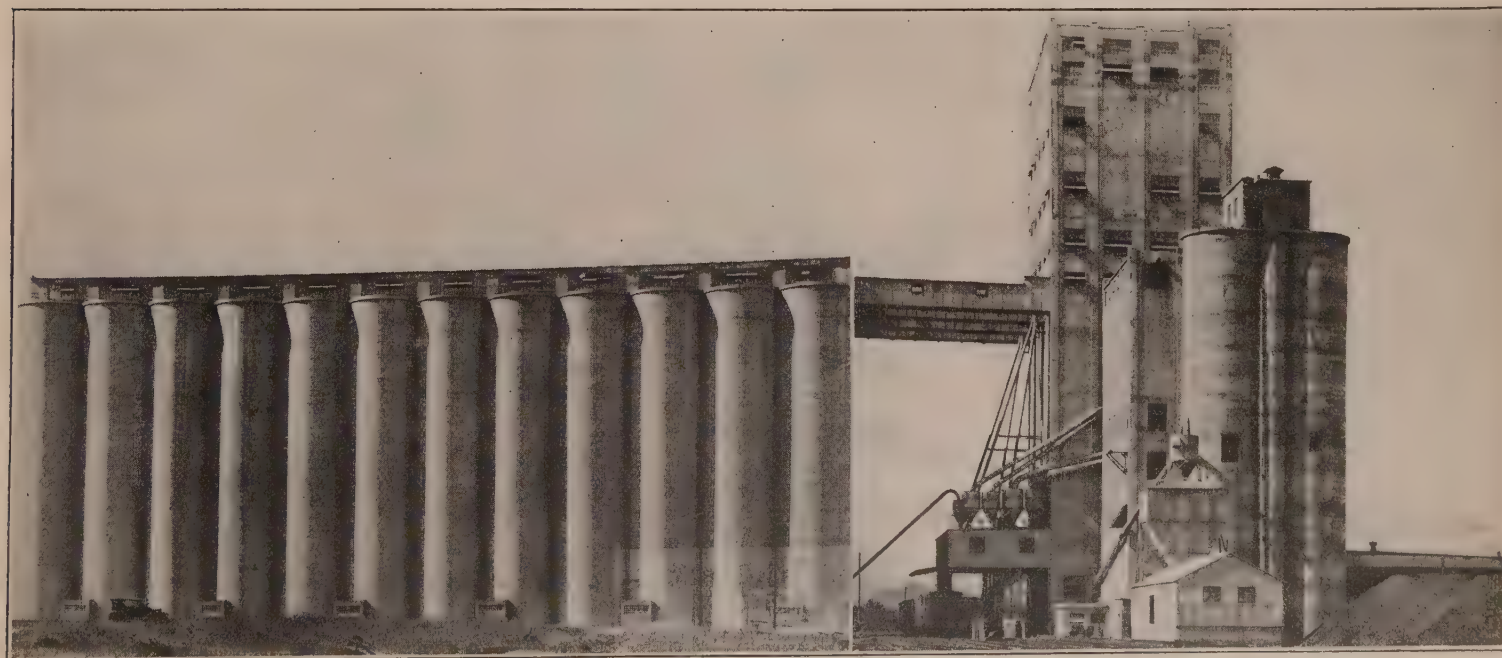
On the distributing floor has been installed one No. 9A Monitor Screenings Separator, belt driven by a 10 H. P. motor.

On the first floor is an improved wheat washer.

In top story of cupola are two receiving garners of three thousand bushels capacity each and three 2,500 bushel shipping garners; also a garner for each of the cleaner and clipper elevators and one garner for the screenings elevator, besides two additional garners which have been provided with hoppers for the future installation of two additional hopper scales if this should be necessary.

THE WEIGHING FACILITIES include two 2500 bu. receiving scales and three 2000 bu. shipping scales, all supplied by the Fairbanks, Morse & Co. These type S Fairbanks Hopper Scales represent the latest improvements in scale construction.

The suspension bearing principles previously



The Three Million Bushel Reinforced Concrete Elevator of the A. E. Staley Mfg. Co., at Decatur, Ill.
[See outside front cover and pages 492, 493 and 494.]

used in railroad track, auto truck and depot scales has been applied to the hopper scale. The scales and their beams set on the same concrete floor, so that it is possible for the weigher to see his scale at all times and the inspectors to walk around the scale parts for examination.

The levers in the scale are all loaded on their true center line, thereby using the same principle which has been demonstrated so successfully in other lines of scales. The suspension bearings provide that such disturbances as are given to the hopper by pounding the hopper slides to remove the last grain from the hopper do not in any manner disturb the position of the bearings on their knife edges, which insures that the scales will hold their balance. The beam outfit, pillars and shelf are all metal, which support an upright beam stand having compensating bearings engaging the beam pivot.

In order to speed up the operation of the scale and to make it unnecessary for the weighman to handle counterpoise weights, an improved weight lifting device was attached, so that within a few seconds the counterpoise weights are mechanically lifted off the beam; and the weighman can always check the balance of the scale before weighing another draft. This constant checking of the balance insures that there is no foreign matter such as caulking paper, bags, or grain buckets left in the hopper to cause an error in succeeding loads of grain.

The notches are on the bottom side of the beam, thereby preventing the lodgement of dust or other material in them which cause error in setting the poise. Weight of grain is printed on weight ticket.

The tops of all scale hoppers are made dust proof by means of cotton duck attached to garner above, but left free at the bottom.

The two receiving scales have a capacity of 2,500 bushels and three shipping scales a capacity of two thousand bushels and each one of the five scales have head operating mechanism so that the weighman can spot turnhead by means of hand wheel and dial.

On the scale floor has been erected a weighman's office, equipped with a blackboard and a double pneumatic ticket elevator between his office and the superintendent's office. The ticket elevator is operated on an independent air system with air compressor located in basement under the switchboard room.

On the bin floor is a 42 in. reversible belt conveyor feeding the conveyors going to the storage annex and a conveyor to the drier and bleacher. The bin story has been divided into 37 bins, having a storage capacity of 223,000 bushels; the spouting system in the cupola consists of fixed spouts from the scales to all conveyors and carloading spouts. Bins in the workinghouse are fed by 5 Mayo spouts on the distributing floor and fixed spouts between the distributing floor and the bins.

On the first floor has been provided a system of portable spouts from bins to the various floor gratings and in the basement a system of fixed spouts from the first floor to the elevator boots.

The basement floor has the entire area on the same level, which eliminates pits for elevator legs and any other depressions which make it difficult for the operator to keep clean.

A compressed air system has been provided throughout the building with outlets conveniently located for the purpose of cleaning all motors and branch lines to the track shed to operate the pneumatic car door openers. The air compressor is an Ingersoll-Rand located in the basement under the switchboard room.

THE DUST COLLECTING SYSTEM includes one fan in the basement of annex which controls 27 sweeps so arranged that any two can be operated simultaneously; one fan on bin floor of annex which controls thirty-two sweeps so arranged that any two can be operated simultaneously; one fan on bin floor of working

house which controls four sweeps on each upper floor, aggregating twenty sweeps, two sweeps on cleaner floor, two sweeps on top floor grain dryer, one sweep on top floor of bleachers, all so arranged that any four may be operated simultaneously, and one large fan on first floor of working house controls three sweeps in basement of dryer, one sweep on bleachers, four sweeps on car puller pits, four sweeps on unloading pits, six sweeps in basement, six sweeps on first floor, and two sweeps on sacking floor, aggregating 32 sweeps, so arranged that any three may be operated simultaneously.

The accumulated dust from the three fan dust collectors, one screening cleaner collector, four cleaning machine collectors and one Emerson cleaner direct is delivered to a dust collector on dust house about two hundred feet distant, from whence the dust is sacked.

An expansion chamber or trap is installed near inlet of main fan to remove any heavy material collected in the entire system. It can be regulated for different grades of dust. All dust collectors are the DAY two chamber type of dust collector. All fans are of the slow speed type and are driven by direct connected electric motors.

THE STORAGE ANNEX is located 66 ft. south of the workinghouse, leaving space for shipping and by-pass tracks between the two buildings. It is 288 ft. 6 in. long and 120 ft. 6 in. wide, and consists of 60 circular bins, 23 ft. 4 in. inside diameter, 120 ft. high from top of foundation to bin floor. These tanks are arranged in 5 rows, 12 tanks to a row. It has a 10 ft. basement story and is surmounted by an 11 ft. cupola. The basement as well as the cupola is made of sufficient height so that cross conveyors to and from future storage annex may be installed. In the basement have been installed three 36 in. shipping conveyors, each discharging into a shipping elevator in the workinghouse and driven by 30 H. P. motor.

In the cupola over the tanks have been installed four 42 in. conveyors, each with a two-pulley self-propelling tripper and driven with a 50 H. P. motor. All tanks have been equipped with Zeleny Thermometer system. The cupola is well ventilated and lighted by windows and skylights. Besides the 60 circular bins, there are 44 interstice bins, which give a total storage capacity of 2,800,000 bushels for storage annex and over 3,000,000 bushels including workinghouse, bleacher and drier.

THE RECEIVING SHED is 79 ft. wide, 122 ft. long and 29 ft. high and is constructed of structural steel framing covered with transite siding and a concrete roof. There are four tracks running through this track shed, each track has been provided with two receiving hoppers and two movable power shovels, making a total of 8 receiving hoppers and shovels.

The hoppers are erected 48 ft. centers longitudinally and each is made 26 ft. long

with steel grating full length and by the use of movable shovels, two cars of minimum or maximum length can be set and unloaded at the same time without uncoupling. Each of the 8 movable shovels is provided with Peterson car door opener operated by compressed air.

In the basement under the car receiving pits have been installed two 42 in. receiving belt conveyors, each being fed from four receiving hoppers. Each one of these conveyors discharge to the boot of a receiving elevator and the hoppers have been provided with slides and interlocking levers to prevent opening of more than one slide at a time. At the east end of the receiving shed a four drum car puller with haul back cable has been installed and arranged so that cars may be pulled in either direction. This car puller is driven by a 75 H. P. motor.

A complete signal system between track man, scale man and the first floor of workinghouse, consisting of colored lights and gongs has been installed.

THE SHIPPING AND SACKING SHED :

On the south side of the workinghouse in the space between the workinghouse and storage annex has been erected a shipping shed, spanning two tracks with an awning over the third track. This shipping shed is constructed of structural steel covered with transite siding. In the shipping shed has been installed four car-loading spouts, two for each of the 2nd and 3rd tracks and at the east end a three-drum car puller driven by a 75 H. P. motor.

In the space over the two inside tracks has been erected a sacking floor approximately 34 ft. wide and 82 ft. long. In this room have been installed 4 Richardson automatic sacking scales and 2 Special sewing machines and a reversible conveyor at the floor level discharging into 2 bag chutes which are arranged so that sacked grain may be loaded onto either one of the two inside tracks.

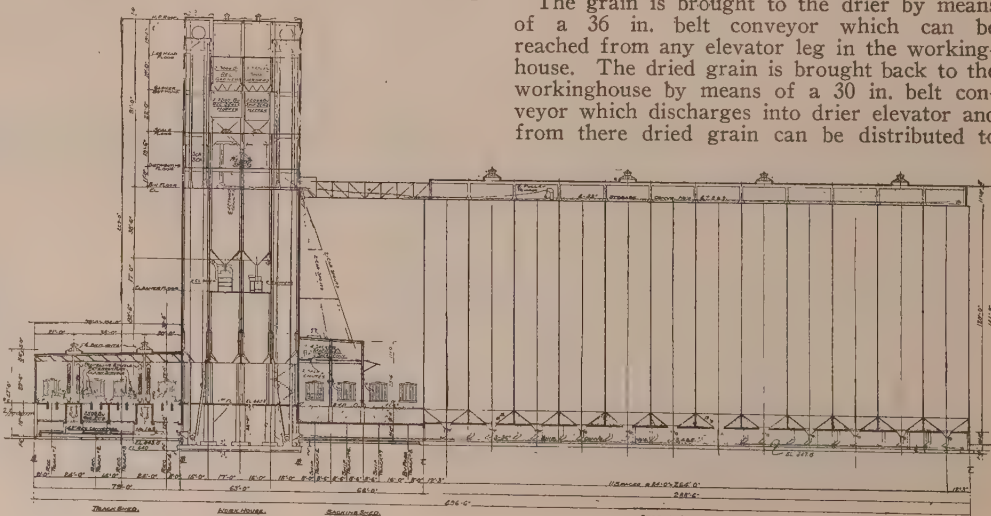
This sacking floor can be used for storing of sacked grain as well as of empty sacks.

Next to the storage annex is provided a fourth track to be used as a by-pass track.

THE DRIER building is 60 ft. long, 48 ft. wide, and 129 ft. high from basement to top of roof. This building is located 16 ft. east of the workinghouse and is three bays long and three bays wide, and is provided with bins above and below the drier units.

The drier machinery was designed, furnished and erected by the A. E. Staley Mfg. Co., and is designed for a capacity of 6,000 bushels per hour. It is a direct heat type of drier, the hot air being brought directly from a coke furnace on the first floor and blown through the grain. The lower section of the drier is the cooler and outside air is used for this purpose by forcing it through the grain by another system of fans.

The grain is brought to the drier by means of a 36 in. belt conveyor which can be reached from any elevator leg in the workinghouse. The dried grain is brought back to the workinghouse by means of a 30 in. belt conveyor which discharges into drier elevator and from there dried grain can be distributed to



Cross Section of A. E. Staley Mfg. Co.'s Concrete Elevator at Decatur, Ill.

any part of the workinghouse or storage annex. This building is equipped with circular stair, running from the basement to the top floor, with landings on each intermediate floor and one employee's continuous belt elevator.

THE BLEACHER plant is located 70 ft. east of the drier building and consists of 2 circular bins 20 ft. inside diameter, 132 ft. high from basement to top of cupola. The bin story is divided in two, leaving the upper tiers of bins for storage of grain to be bleached and the lower tier of bins as storage for grain coming from bleacher. The bleaching machinery was furnished by Wiley-Ellis Company.

The grain is brought to this bleacher from workinghouse by means of a 36 in. belt conveyor and discharged into two upper bins and brought back to workinghouse by means of a 30 in. conveyor.

Besides the necessary bleaching machinery, this plan is equipped with an elevator leg having one row of 14 x 7 x 7 buckets to elevate unbleached grain from the upper storage bins to the bleacher tower and one spiral stair from the basement to intermediate floor.

THE DUST HOUSE is located east of the bleacher plant, adjacent to shipping track. It is 60 ft. long and 24 ft. wide and is constructed of structural steel covered with transite siding and roofing, supported on a concrete foundation and a concrete sacking floor which has an elevation of about 4 ft. above track. At the west end of this dust house is erected a 2,000 bushel steel bin which receives dust from the master cyclone located above.

On the dust house floor has been installed a Monitor Dust Packer of the augur type with enclosing case for 200 lb. capacity. This packer is driven by a 15 H. P. motor.

THE SWITCHBOARD ROOM: In the space between the workinghouse and the drier is erected a switchboard room, housing all the main switches for the plant in a fireproof building well lighted and ventilated.

A lavatory with shower baths and dressing room for employes has also been erected on the premises.

In order to prevent water and moisture to enter into any of these buildings, a drainage system has been provided around the plant discharging into a 24 in. sewer brought up to the storage annex by the A. E. Staley Mfg. Co. In addition to this, all the basements, including tunnels and receiving pits have been thoroughly waterproofed. To prevent moisture from entering into the grain in storage bins, the entire outside surface of the storage tanks has been waterproofed.

The plant throughout is equipped with electric motors, each machine being driven by an individual motor, ranging in size from 5 H. P. to 175 H. P. All motors 25 H. P. and over are using 2,200 volt current, 3-phase, 60-cycle and all motors under 25 H. P. are using 440 volt current. Approximately 350 lights of vaporproof type are distributed throughout the plant. The current is supplied by the Staley Corn Products plant and brought to these premises at 13,000 volts and stepped down by three systems of transformers; one system for the 2,200 volt current and one for the 440 volt current and another system for the 110 volt current used on the lighting system, having a total transformer capacity of about 2,100 K. V. A.

All motors including compensators and switches were furnished by the General Electric Company.

Silent chain drives were supplied by the

Link Belt Co., for transmitting power to the conveyors and legs as follows:

Receiving conveyors Nos. 1 and 2. To transmit 15 H.P. on 36-inch centers. R.P.M. of driver 875, of driven 165, using 19 and 102-tooth wheels.

Shipping conveyors Nos. 3, 4 and 5. To transmit 30 H.P. on 60-inch centers. R.P.M. of driver 860, of driven 130, using 19 and 126-tooth wheels.

Storage conveyors Nos. 6, 7, 8 and 9. To transmit 50 H.P. on 3-ft., 9-in. centers. R.P.M. of driver 865, of driven 130, using 19 and 126-tooth wheels.

Reversible transfer conveyor No. 10. To transmit 10 H.P. on 3-ft., 6-in. centers. R.P.M. of driver 865, of driven 165, using 19 and 100-tooth wheels.

Clippers. To transmit 75 H.P. on 54-in. centers. R.P.M. of driver 875, of driven 450, using 21 and 41-tooth wheels.

Screening screw conveyor. To transmit 7½ H.P. on 3-ft., 6-in. centers. R.P.M. of driver 865, of driven 150, using 9 and 111-tooth wheels.

Conveyor to drier No. 11. To transmit 20 H. P. on 3-ft., 6-in. centers. R.P.M. of driver 865, of driven 165, using 19 and 100-tooth wheels.

Conveyor from drier No. 12. To transmit 10 H.P. on 36-inch centers. R.P.M. of driver 865, of driven 165, using 19 and 100-tooth wheels.

Screening leg, first reduction. To transmit 25 H.P. on 3-ft., 6-in. centers. R.P.M. of driver 865, of driven 143, using 19 and 114-tooth wheels.

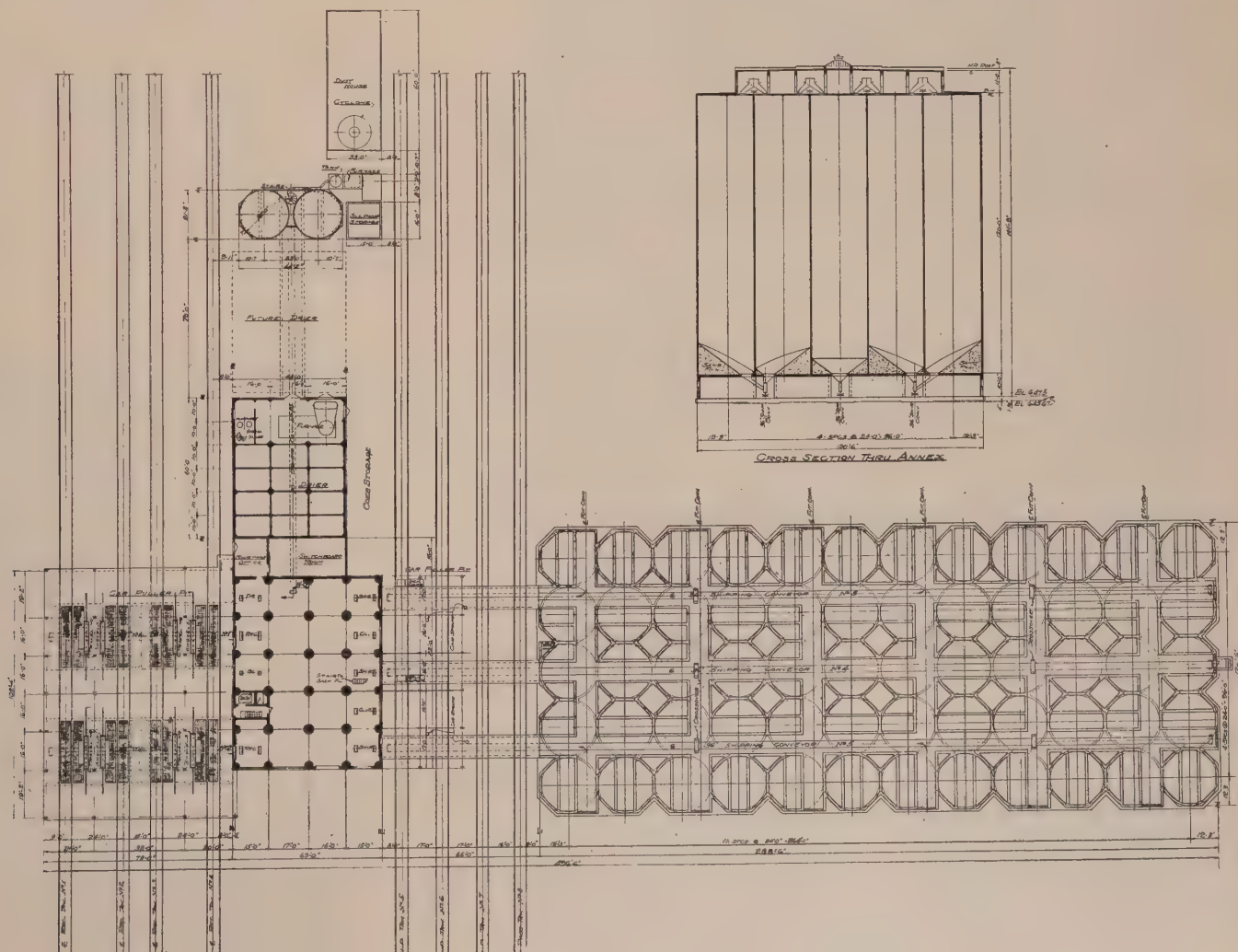
Screening leg, second reduction, employing RC-155 roller chain. To transmit 25 H.P. on 6-ft. centers. R.P.M. of driver 143, of driven 28, using 15 and 77-tooth wheels.

Power shovels. To transmit 10 H.P. on 32½-in. centers. R.P.M. of driver 865, of driven 173, using 19 and 95-tooth wheels.

Bleacher leg, first reduction. To transmit 20 H.P. on 3-ft., 6-in. centers. R.P.M. of driver 865, of driven 143, using 19 and 114-tooth wheels.

Bleacher leg, second reduction, employing RC-131 roller chain. To transmit 20 H.P. on 4-ft., 6-in. centers. R.P.M. of driver 143, of driven 30, using 17 and 81-tooth wheels.

Bleacher screw conveyor. To transmit 5 H.P. on 36-in. centers. R.P.M. of driver 860, of driven 140, using 19 and 117-tooth wheels.



Plan of A. E. Staley Mfg. Co.'s 3,000,000-bu. Concrete Elevator at Decatur, Ill.
[See outside front cover and pages 491, 492 and 494.]

The Webster Mfg. Co. supplied conveying machinery, head and tail pulleys, take-ups, conveyor rolls with stands, trippers, rail chairs, rail stops, screw conveyor, scale turnhead operating mechanism and Mayo spouts.

The Weller Metal Products Co. furnished and erected all leg casings, all spouting, draw off hoppers and all other hoppers throughout the elevator with the exception of the scale hoppers; all circular stairs, man hole covers, frames and grates. This firm also furnished part of hoppers and buckets for the contractors' equipment and some of the hopper equipment installed in the drier by the owners.

During the designing and the construction of this plant Staley Mfg. Co. was represented by A. E. Staley, Jr., General Superintendent, and E. C. Larsen, Chief Engineer.

The plant was designed and constructed by the Folwell-Ahlskog Company.

Bureaucracy.

Bureaucracy is a dead hand on industrial endeavor. It batters on the moor of stupidity, political favoritism, economic fallacy. When Government leaves its rightful field of endeavor and enters the field of business, all real incentive to serve the public gives way to red tape, to political skulduggery, and to mediocre performance.

Consider the example of the Government's experiment in shipping. The people, through Congress, ordered the disposal of the ships; today, after seven years and the expenditure of \$226,000,000 in operating expenses, we hear proposals of a rebuilding program and an issue of merchant marine bonds.—Merle Thorpe.

The largest single importation of Argentine corn was recently unloaded in Vancouver and totaled 7,000 tons. This La Plata valley corn is to be used as chicken feed, and more large shipments are booked and en route. Prices thereof compete favorably with that on American corn.

Congressman Haugen (Iowa), co-author of the McNary-Haugen bill, narrowly escaped burning to death on Oct. 19, when his car went into a ditch and was reduced to a molten mass by flames. Some "hot" bills for proposed equalization fee taxes were lost in the conflagration, let us hope.

"Effect of Some Succulent Feeds on the Flavor and Odor of Milk," (Technical Bull. 9-T) by C. J. Babcock, associate market milk specialist, market milk investigations, Bureau of Dairy Industry. Pp. 6, figs., July '27: Dairymen suffer considerable losses on account of feed flavors and odors in milk, and they and feed mixers should know how to control the factors which deleteriously affect the flavor and odor. This bulletin relates the results of experiments made to determine the effect of feeding dried beet pulp, green oats and peas, pumpkins, carrots, sugar beets, rape, soy beans, and kale on the flavor and odor of milk.

Cereal grains as the sole constituents of the ration for laying pullets are unsatisfactory. This is true because of deficiencies in protein and mineral. The addition of protein in concentrates from animal sources such as tankage, meat scraps, etc., greatly enhance the value of rations because they possess proteins of high biological value and are also rich in minerals. However, the increasing demand for such supplements will soon exceed the supply. It is therefore desirable to have highly efficient protein supplements from other sources. It has been found that soybeans or their by-product, soybean oil meal, will give practically the same results as these animal proteins when the ration is properly supplemented with minerals.—Bulletin 293, Purdue University Agricultural Experiment Station, Lafayette, Indiana.

Ohio Dealers Hold Big Meeting at Lima.

[Concluded from page 490.]

on the inside grain door, as recommended by the weighmasters at Omaha earlier this month, as also published in the last number of the *Journal*.

FRED E. POND, the jovial secretary of the Buffalo Corn Exchange, was so overwhelmed at the attendance at this meeting that he prophesied it would eventually have to go to Buffalo to be accommodated, to which fair city a cordial invitation was extended. Fred elucidated on Buffalo's drying facilities for all this saturated corn mash, which total 200,000 bushels daily. In concluding, he touched upon the functions, purpose and operation of the Buffalo Corn Exchange and of its service to shippers.

Following another howling endorsement of "Bill's" successful party and with the promise of "Every Member Get a Member," the dealer dispersed for home or the "Argonne" at 4:30, but not before the following cities were voted upon for the June meeting (given in order of preference): Dayton, Lima, Cleveland, Cincinnati, Buffalo, Columbus, Urbana and Cedar Point.

Further than that, everyone made a mental notation resolving to "take in" the pre-convention session before the '28 fall meeting. They say it was a "WOW."

Convention Notes.

Fred Mayer, Toledo, was unable to get down this time on account of his harmonica not being "tuned" for the occasion. His wired regrets were presented by President Sayles.

In Attendance.

The total registration is conservatively estimated at 247. Late arrivals swelling the number served at the banquet.

We are indebted to H. F. De Land of Columbus, O., Grain Dealers' National Mutual Fire Insurance Co., for the registration list, which doesn't include Fred Mayer, Kent Keilholtz, or Barney Beverstock, because they weren't there. Each was fined heavily for absenteeism.

FOSTORIA sent A. T. Ward.

THE COLUMBUS delegation included Phil Sayles and W. S. Cook.

BUFFALO'S delegation included Sec'y F. E. Pond and C. B. Weydman.

BALTIMORE was represented by E. H. Beer, Jr., of E. H. Beer & Co., Inc.

GREENVILLE'S delegation included O. P. Hall and D. E. Horn of the E. A. Grubbs Grain Co.

SEED DEALERS included J. C. Sliger, V. H. Jackson of J. M. McCullough Sons and R. F. Knight.

FROM SIDNEY came E. T. and Carl Custerbender, V. E. Chambers, J. W. Simmons, C. H. Ginn & W. A. Niswonger.

FROM INDIANA Eli Short, Ft. Wayne; A. L. Lymonde, Woodburne; J. E. Augspurger, Edgewater; M. F. Engle, Montpelier.

FROM MICHIGAN came H. P. Hoyt & Frank Frobique of Clinton; Chas. Coy, Jasper; P. C. Satterwaite, Tecumseh, and John Eddy, Horton.

MACHINERY and supply men included C. F. Berger and H. Miller of the Sidney Grain Mch'ny Co., Jno. G. Troester of the Union Iron Works, W. Gillette, A. R. Wilson, W. R. Tabbert and R. Shomas.

FIRE INSURANCE men in attendance included H. F. DeLand, V. E. Butler and H. G. Pyle of the Grain Dealers National Mutual Fire Ins. Co., C. O. Garver of the Millers National Ins. Co. and J. E. Anderson of the Ohio Grain Dealers Mutual.

FROM TOLEDO came W. W. Cummings and Joe Streicher of J. F. Zahm & Co.; C. R.

Keilholtz, S. M. Bender and J. L. Doering of Southworth & Co.; Jno. Wickenhiser of John Wickenhiser & Co., G. D. Woodman, C. B. Wick, L. J. Schuster, C. O. Wessendorf, A. T. Devore and J. C. Barney.

Among the Ohio shippers in attendance were: J. M. Armacost, Campbellstown; C. Amstutz, Pandora; Peter August, Fayette; Alpha August, Archbold.

J. H. Barrett, Columbus Grove; L. S. Brandon, Van Wert; F. H. Brown, Chillicothe; C. G. Bowman, Mt. Blanchard; Miss N. B. Beibell, Van Wert; F. Baughman, Jackson Center; R. O. Burrer, Sunbury; R. P. Burrer, Centerberg; W. S. Bricker, Payne; N. G. Bennett, McComb.

R. C. Cavalega, Ft. Jennings; F. E. Cotterman, Eaton; G. C. Cline, Ashville; R. W. Crawford, Coshocton; C. E. Croley, St. James.

H. C. Dachsteiner and R. W. Dachsteiner, Bryan; A. M. Daugherty, Derby; J. C. Dewey, Blanchester; L. A. De Bolt, Rockford; E. L. Diller, Bluffton.

Everett Early, Lytle; E. C. Eikenbarry, Camden; Geo. Forrester, Oak Harbor; H. F. Funk, Lodi; A. H. Fuller, Spencer; Ed. Fauble, Scranton; L. M. Federman, Delta.

E. H. Goff, St. James; J. M. Garrison, Blanchester; P. M. Gale, Chillicothe; Fred Geise, Delphos.

R. A. Hanley, Coshocton; D. C. Henry, Carey; W. E. Hall, Ashville; J. Hanley, Coshocton; P. B. Harsha, Portsmouth; W. J. Horning, New Bavaria; Ed. Hess, Coldwater; B. R. Hoaglin, Scott; C. A. Hiegel, Leipsic; Ed. Hierholzer, Celina.

I. M. Jennings, Beaverdam; J. C. Kempf, Pandora; J. J. Kraft, Spencerville; W. H. Kinman and J. H. Kinman, De Graff; H. E. Landman, St. Henry.

H. P. Mann, Bluffton; E. C. Marshall, Convo; D. W. Mahaffay, Morall; W. C. McCorty, Van Wert; C. E. McClare, St. James; O. A. Meyer, Fremont; John H. Motz, Brice; L. B. Miller, Springfield.

F. B. Nachtrieb, Whiteville; E. G. Odenweller, Ottoville; W. J. Odenweller, Kalida; W. H. Picard, Bowling Green; Chas. T. Pierce, Van Wert; J. M. Pence, Jackson Center; H. G. Pollock, Middlepoint; J. K. Pollock, Venedocia; C. A. Pollock and wife, Middlepoint.

O. E. Richardson, Celina; S. L. Rice, Metamora; C. W. Robinson, Kenton; C. A. Rudy, Bellevue; J. A. Rupp, Elmira, James Rings, West Unity.

C. R. Schwartz, New Hampshire; C. E. Straley, Paulding; J. Y. Stimmell, Payne; E. S. Sheets, Botkins; G. F. Snyder, Middlepoint; Jacob Stief, Carey; W. C. Stimmell, Rudolph; G. H. Smith, Hoytville.

Geo. Tawney, Prentiss; Ralph Thomas, Linville, Edgar Thierwechter, Oak Harbor; E. O. Teegarden, Duwall.

L. R. Watts, London; G. D. Wyse, Pettisville; Geo. Wilhams, Troy; H. W. Whitta, Fostoria; W. M. Wyers and Lewis Wood, Lockbourne; Marcus Yager, West Unity; J. J. Znaders, St. James.

Wanted a Good Market for Beans.

Out in the irrigated section in the North Platte Valley where grain is raised principally for feed and only wheat is shipped to terminals, many farmers have taken to rotating with pinto beans. It has fallen to the lot of the local grain dealers to handle them.

No regular bean market comparable with the channels developed in the grain business is in existence and many of the dealers are at loss to know how to buy or where to ship these beans.

The acreage is increasing and a market is eagerly sought. This is a golden opportunity for some enterprising bean broker.

An experimental line for the transmission of telegrams as photographs instead of Morse Code dots and dashes will be opened for public use in Germany within eight months.

Japanese farm agitators have asked the government to purchase approximately 15,000,000 bus. of rice from the approaching harvest of a bumper crop to help stabilize prices. The agitators ask that the government extend credit facilities to the farmers at low interest against rice stored in designated warehouses, thereby checking the tendency to sell too cheaply during the peak of the rice movement. Looks as though the Japanese government understood the influence of the law of supply and demand.

Another Leaning Elevator Razed for the Sake of Safety.

To the average layman all grain elevators are entirely desirable as grain storage and grain handling plants, but practical experience has proved to the great dismay of many inexperienced dealers that there is a wide difference between elevators, altho their exterior lines may have a similarity that is reassuring to the inexperienced.

During the prosperous days of 1919 and 1920, many inexperienced men ordered careless and inexperienced engineers to erect grain elevators with the natural result that some of them were never used and others fell down or were dynamited out of consideration for the safety of pedestrians and adjoining property.

The razing of the concrete elevator at McKay Landing, near Glasford, Ill., recently brings to light the disastrous experience of an organization of farmers which provided needless elevators to handle grain which had long been handled with complete satisfaction thru existing facilities. The story of Fulton County's famous leaning tower of concrete as told by Mrs. L. A. Lightbody follows:

The McKay Landing elevator near Glasford, Ill., which was blown over with dynamite last August by the Commissioners of the Banner Drainage District, was built in 1919-1920, by the Glasford Banner Farmers Elevators, which corporation also, owned and operated elevators at Glasford and Bell Landing. The organization was a farmers corporation and after purchasing the A. Lightbody and Son elevator at Glasford, started business July 1, 1919.

The McKay Landing and Bell Landing elevators were of re-inforced concrete construction of the round tank type and were built for the purpose of serving the farmers in the Banner Drainage District. Both elevators were situated on the Illinois river, McKay being about four miles from Glasford, in Peoria County, and Bell Landing about four miles down the river in Fulton County.

The Bell Landing house was built in the summer of 1919 by Townsend B. Smith. This elevator is still intact, but is not in operation due to the breaking of the Banner Drainage levee on Oct. 6, 1926.

The McKay Landing elevator was built by the same contractor, being started in the late fall of 1919 and finished in the spring of 1920. Both were built on the footing of the drainage dike. Sound footing was secured for the Bell Landing house, but the footing under the McKay elevator was undoubtedly underlaid with quicksand.

The McKay elevator was opened in July, 1920, and immediately filled to its 12,000 bushel capacity with wheat. On about the fourth day after it was filled the building was noticed to have settled a fraction of an inch away from the driveway which was built on the side of the elevator. Within the next few days the elevator was about two feet out of plumb. The wheat in the elevator was immediately loaded into barges as fortunately the leaning of the elevator had not affected the operation of the machinery. However, the elevator continued to settle on the northerly side until it was about six feet out of plumb, at which position it had remained unused for the past seven years.

The McKay elevator had been a nightmare to the Commissioners of the Banner Drainage District during all this time, as it was built partly on the levee dike and there was grave danger of the elevator going over and tearing a hole in the dike, especially in flood periods.

On the night of Oct. 6, 1926, when the Illinois river had reached a stage of 26 ft. above low water mark and the water had been running over the Banner levee in several places all day, workmen who were sand bagging the dike, realized that if the McKay elevator went over it would flood the district. The elevator stood the high flood stage, but the levee broke about 300 yards below the McKay elevator. After the breaking of the levee and the beginning of the re-building of the drainage levee the Banner Drainage Commissioners decided it was best to raze the leaning tower and it was blown down with dynamite.

The Glasford-Banner Farmers Elevators Corporation failed in business, due to heavy losses in grain in 1922 and were sold to the Peoria Grain and Barging Co., which Co. also failed in business about the year 1924. The McKay Landing and Bell Landing elevators were the property of the Farmers State Bank, of Havana at the time of the dynamiting of the McKay elevator.

Soft Wheat Futures Neglected?

"We had great faith that good results would obtain when we succeeded in placing the soft wheat future on the Board at St. Louis, but I am sorry to say the millers have not been trading in this future. If it is taken off the Board by the St. Louis Merchants Exchange no one is to blame but the millers."—Southern Illinois Millers' Ass'n Bulletin.

The above remarks would seem to indicate that millers do not care to protect themselves in future contracts, by trading in the kind of wheat in futures of the kind they use. If this effort fails, as the above remarks say, the millers will only have themselves to blame. If it fails, it will be much harder to get the soft wheat futures restored on the Board.—Frank H. Tanner, sec'y Ohio Millers' Ass'n.



The Leaning Tower of Fulton County, Ill.



Concrete Elevator at McKay Landing, Ill., after it was Blown Over by Dynamite.

Opening Virgin Acres Hurts High-Priced Land Farmer.

Practically every number of the Journal carries some report in the "Grain Carriers" column of new lands being opened by the railroads and/or the government. These virgin parcels are, as in a current instance, generally sold out on the installment plan at from \$10 to \$20 an acre, with twenty years to pay for it. This astoundingly-low figure is a bit startling when it is realized that half a century or more ago \$1.25 an acre would have bought everything west and south of the Great Lakes region. Taxes on this new Montana land average 16 cents an acre.

This move brings virgin soil under cultivation, which soil naturally is filled with elements so essential for quality production. Considering this established fact, grain grown on expensive and worn-out soils is soon to receive competition equivalent to that of the low-priced grain of Australia, South Africa and the Argentine.

Obviously the outcome will be overproduction. Later on will come forced diversification on the part of those on the higher priced

land. Ultimately the tide of abandonment, such as is so prevalent in the eastern sections of the country, will roll westward until it laps perhaps even the Mississippi.

Metal in Her Corn.

A western Nebraska dealer tells a story about a woman land owner in his territory who did not hesitate to use every known trick for even the pettiest of gains. One day she came to his elevator with a load of corn for grinding. The corn was weighed and dumped into the pit. After the first few turns of the grinder the elevator man came in to report that the burrs had been broken.

On investigation the operator discovered a total of 83 lbs. of old iron had been dumped with the grain and when the metal got into the grinder it refused to be ground. Consequently the burrs were shattered.

He subtracted the net weight of the iron from the net weight of the load. But his total profits came nowhere near paying the twelve dollars and some odd cents that the new burrs cost.

Since then he has carefully examined every load delivered by the patron with the old iron account.

Elevator and Feed Mill at Wyatt, Ind.

After operating its old house for 10 years the Wyatt Grain Co. decided to take down and completely rebuild the elevator with a feed mill in connection with the Detroit division of the Wabash Ry. at Wyatt, Ind.

The new plant has been well designed out of the grain and milling experience of the two partners, Carl Haab and Henry Souder, the machinery especially being well selected.

The elevator is 20x33 ft. and 64 ft. 6 ins. high above the concrete foundation. The basement is 8 ft. and the boot pit 3 ft. deeper. In the four corners are four large square bins extending down to the ground floor, and over the work floor are two rectangular bins slightly smaller, all cribbed to 46 ft. above the foundation. Above the bins is the distributing floor, 8 ft. 4 ins., and the cleaner and head floor, 16 ft.

In the elevator are two legs, one having 12x6 cups, 12 in. centers, and the other 14x7 buckets, 16 in. centers, for small grain and ear corn respectively. Between the up and down casings of the ear corn elevator is the manlift reaching to top floor. On the work floor is a 150-bu. Fairbanks Hopper Scale with type-registering beam.

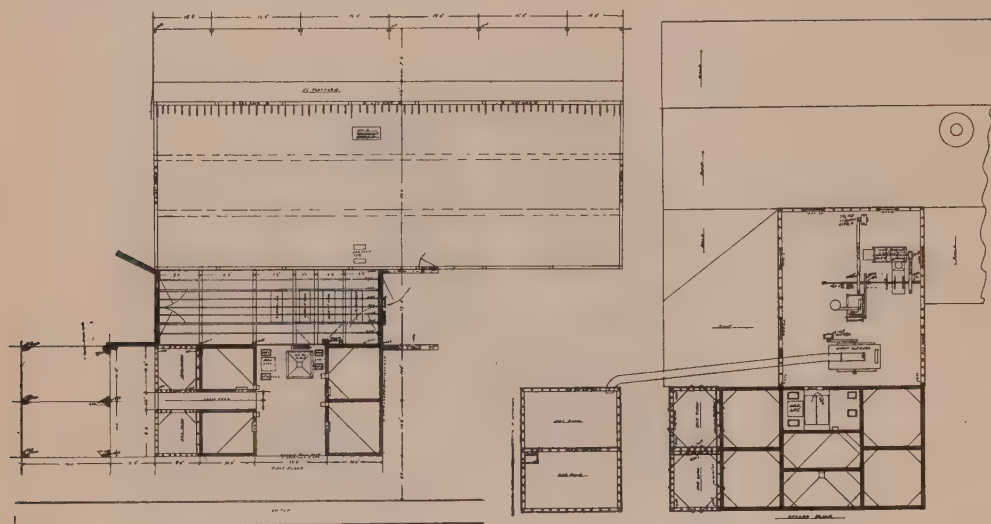
IN THE CUPOLA is No. 35 Western Gyating Corn Cleaner with Hyatt Roller Bearings driven by a 5-h.p. ball bearing Fairbanks-Morse Electric Motor. The drive from the two 7½-h.p. ball bearing Fairbanks-Morse Motors to the head pulley shafts is by Allis-Chalmers Texrope to a sheave on countershaft having a small gear driving a gear of very large diameter on the head shaft which is equipped with roller bearings. These motors run at a speed of 1,800 r.p.m., reduced on the countershaft to 200 r.p.m. The head pulleys are 14 and 16 ins. and 42 ins. in diameter.

IN THE PIT is a No. 25 Western Sheller with Hyatt Roller Bearings, driven by a 10-h.p. ball bearing ventilated Fairbanks-Morse Electric Motor, thru a 4-strand Allis-Chalmers Texrope transmission. This also operates a chain drag from one of the wagon dump pits under the driveway. At right angles to this drag is another chain drag over the sheller from the ear corn crib. Mounted under the basement ceiling is the 5-h.p. Fairbanks-Morse Motor operating the McMillin Truck Dump. This dump has extended beams for the wagon hoisting gear so that wagons or trucks of any length can be unloaded thru any of the four trapdoors in the floor of the driveway. The wagon scale of the old elevator is still serviceable.

THE FEED MILL and wareroom is parallel with the driveway, 84 ft. 6 ins. by 30 ft. 4 ins. and was formerly a sawmill. This substantial building was moved to a new concrete foundation near the elevator and a second story built over part of it and over the driveway, the second story room being 22x28 ft. A large opening in the side of the wareroom permits the driving of trucks from the driveway into the wareroom to empty sacks of grain into the hopper of the hammer mill. A loading platform extends the full length of the outside of the wareroom. The office, which is now in a small building, is to be moved into one corner of the wareroom, conveniently located with reference to the front platform, side platform, driveway and grinding machinery.

The second story contains an Invincible Double Separator driven by a 5-h.p. Fairbanks-Morse Ball Bearing Motor and a Western Combination Sheller and Cleaner, with space allowed for a corn cutter not yet installed.

The main floor of the mill room contains the hopper of a Gruendler Hammer Mill No. 3 set in the basement and operated by a 50-h.p. Allis-Chalmers Motor. A fan on the Gruendler blows the product up a spout to a separator on the roof of the mill room where the air escapes while the meal is spouted down to a double sacker inside the wareroom or to a wagon loading spout alongside the platform outdoors.



First Floor—Plans of Wyatt, Ind., Elevator—Second Floor.



Elevator and Feed Mill of Wyatt Grain Co., Wyatt, Ind.
[See facing page.]

Besides the chain drag feeding from one of the dump sinks to the ear corn elevator there is a second chain feeder moving the corn from another sink in the opposite direction into the basement of the mill room where it drops into the boot of a second ear corn elevator, having buckets on a chain belt, extending up thru the floor of the mill room and into the second story where it feeds a Union Iron Works Combination Sheller and Cleaner, or the corn cutter, or by spouting, into the Gruendler. The original plan provides for the installation on the mill floor of a mixer to be served by a short elevator leg. Under the second floor sheller in the mill room is a Robinson Unique Combined Cracker and Grader, driven by an electric motor.

THE EAR CORN crib adjoins the elevator. It is 8x20 ft. and 35 ft. high, being built of studding with siding spaced $\frac{3}{4}$ inch apart, covered on the inside with wire netting, galvanized, of $\frac{1}{4}$ inch mesh.

An outbuilding 8 ft. from the crib, 16x20 ft., of stud construction, is divided by a wall in the middle into dust room and cob room, the cobs from the gyrating cleaner in the elevator cupola entering thru the roof and the dust from the wheat cleaner entering by a nearly horizontal spout thru the wall. The plant is completely iron clad, the roof being grounded by lightning conductors.

Grain elevated by either leg can be spouted to any bin or to wheat cleaner from the ear corn leg to corn cleaner, corn cutter or crib. The wheat cleaner discharges to the scale, which also receives grain direct from shipping bin.

When fully equipped the mill will be able to turn out fine or coarse ground product of the hammer mill, corn chop, fancy chicken feed from the corn cracker and mixed feeds. Now considerable feed such as linseed meal and cotton seed meal is bought in carloads and re-tailed. The charge for grinding is 5 cents per bushel for ordinary and 7 cents for fine grinding. A nominal charge of 2 cents per bushel is made for cleaning seed wheat, and the farmers are glad to avail themselves of this facility.

The elevator was planned and erected by the Reliance Construction Co.

How to Improve Quality of Soft Corn.

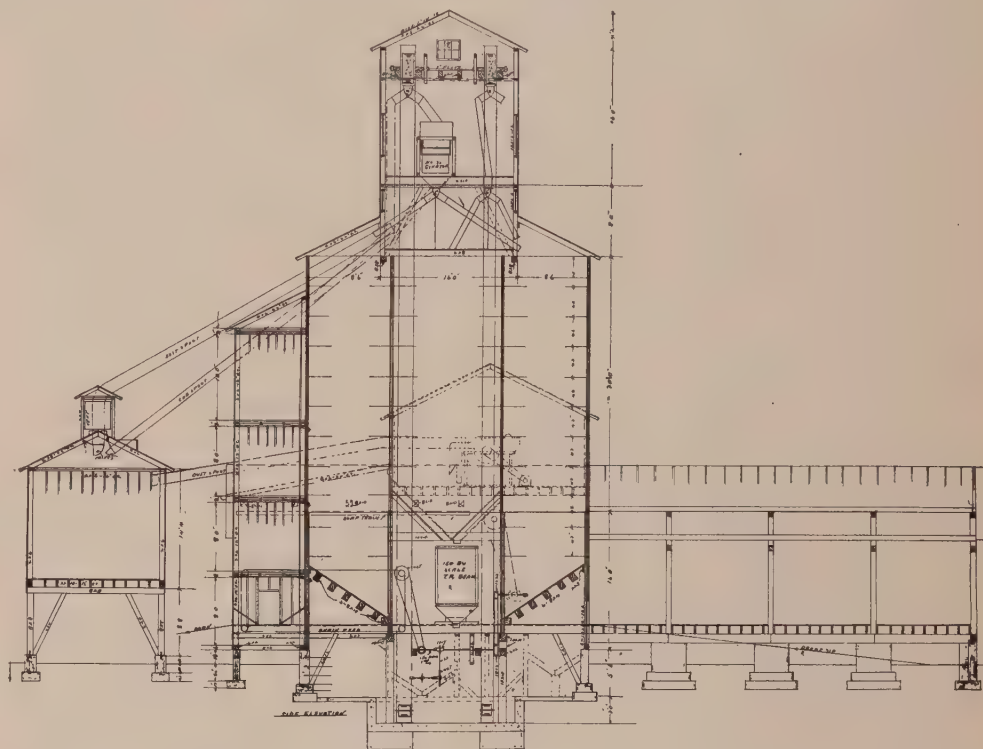
The general use of large, late maturing varieties of corn is expected to cause trouble in many sections. Some of the late varieties contain a high percentage of moisture and are classed among the high yielders.

Crop experts at the Illinois station point out that soft corn cannot safely be husked as early as mature corn. Late in the season when the weather is cool there is not so much danger of spoilage in the crib.

Soft corn should be husked clean. Husks, silks and shelled corn fill up the air spaces around the ears and thus interfere with the circulation of air in the crib. Throwing out the sappy, rotted ears also is desirable. The

crib for soft corn should not be more than six or seven feet wide and should have slatted sides and bottom. Ventilators should be installed to facilitate the escape of moisture from the corn.—Ill. Exp. Sta., Urbana.

No representative of the United States Tariff Commission will be sent to Argentina to look into corn and flaxseed production costs. Credulity had been given the rumor reflecting requests made to President Coolidge for higher tariffs on corn and flaxseed. Ambassador Pueyrredon of Argentina lodged a protest with the Department of State, inferring the unwelcomeness of such missionaries.



Side Elevation Elevator and Feed Mill Wyatt Grain Co., at Wyatt, Ind.

Grain Cleaning at Country Elevators.

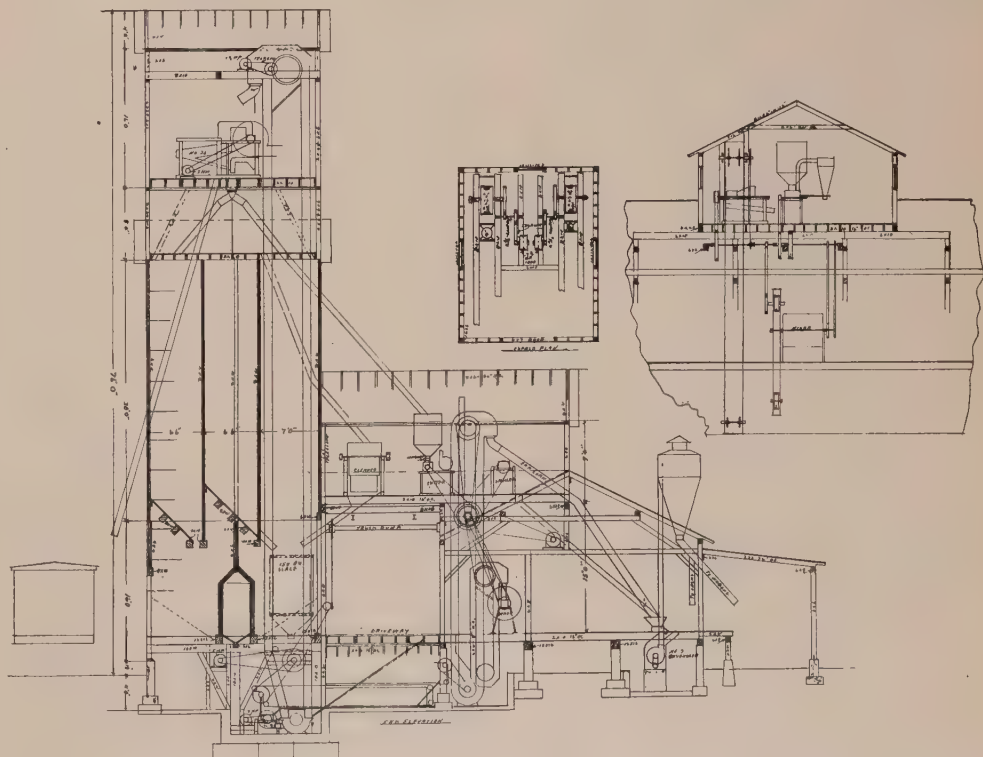
A recent issue of *Grain Dealers Journal* carries the following news item:

Amherst, Colo.—A dust collecting system has been installed on the head of the leg in the Farmers Cooperative Elevator Co.'s elevator here. It has been found materially to raise the grade on grain handled thru the leg when the grain would ordinarily grade lower due to dust and foreign material content.

A discussion with L. L. Yowell, manager of the elevator in question corroborates this item in further detail. He announces the system was put in shortly after the wheat movement started. By drawing the dust, chaff and light foreign material from the grain as it goes over the head pulley and is shot into the distributor, it has a material effect in raising the grade. He cites instance after instance in which No. 3 wheat was delivered to the elevator and obtained a No. 2 grade on delivery in the Omaha market. Since a spread of 2c per bu. was obtained between the two grades he estimates the device has made about \$500 for the elevator this season, thereby more than paying for itself.

The device is connected to the head and works thru the leg, taking the dust as the grain is delivered over the head pulley. It removes the dust and light foreign material at the top of the grain as it is delivered, encountering some difficulty in drawing such material thru the grain.

The slower the leg is run the more of such material is removed. When the grain is very dirty it is necessary to run it two and sometimes three times to obtain the best results. In spite of this and power costs, however, it has been found to be a great money maker.



End Elevation Elevator and Feed Mill Wyatt Grain Co., at Wyatt, Ind.

[See facing page.]

Federal Appeal Urged.

E. J. Smiley, sec'y, in a recent circular to members of the Kansas Grain Dealers Ass'n, reports that a great many shippers shipping to the Kansas City market have been heavily discounted during the past two months on account of the rules of the Board of Trade and inability of the Kansas and Missouri State Inspection Departments to reinspect cars after inspection was called. He writes:

"The buyer has the privilege of calling for reinspection or federal appeal by 1:00 o'clock of the second succeeding business day after the car is purchased, providing that if on account of loading or for any other cause, a proper sample cannot be obtained (and the certificate of the sampler or inspector to that effect shall be sufficient proof) and the purchaser shall notify the seller by 1:00 p. m. of the second day, the time for calling reinspection or federal appeal shall then extend to such time as proper sampling can be made.

"We find in most instances that the buyer waits until the last hour of the second day after purchase before calling reinspection and orders the car to the industry immediately after calling reinspection and for some reason the samplers are unable to locate the car until it reaches the elevator four to ten days after sale. Again, all cars arriving in Missouri are inspected by the Missouri Inspection Department and if the car is sold to be unloaded in an elevator on the Kansas side of the line, the Missouri Department is not permitted or at any rate does not cross the line to resample the car, and the car is not sampled or reinspected until it reaches the elevator. The same is true of the Kansas Department under the existing condition.

"The shipper assumes all of the risk of the grain getting out of condition from the time he receives the grain from the farmer until it is unloaded at the terminal and has no knowledge of the length of time his car or cars are delayed after sale until he is advised by his representative that the car has reached the elevator and was reinspected and found heating and contents of car discounted from 6 to 10 cents per bushel. Apparently the Board of Trade sample taken by the Board of Trade sampler has more value than an official sample taken by a state employee. Why, I don't know!

"After having made an investigation of conditions, I would recommend that you instruct your commission merchant to call federal appeal on all shipments made to Kansas City the day of arrival and the same on all sales to arrive and second if you are loading wheat containing in excess of 14% moisture, order cars of 60 thousand capacity and where cars are set of greater capacity see that the notation appears on the B/L 60 capacity ordered, greater capacity furnished and be careful not to load in excess of 66 thousand or you will have to pay freight on the full carrying capacity of the car. We would further recommend that after federal appeal is taken and contents of car are found heating to order the car to an elevator for direct transfer and have the car again inspected and then sold.

"Thousands of dollars have been lost to Kansas shippers on account of delay in delivering cars to elevators after sold and ordered. Where the car reaches the elevator to which it is ordered and reinspection or second inspection shows it to be heating, if you will instruct your Kansas City representative to order to elevator for direct transfer, the probability is that after the contents of the car is unloaded and returned, the warm spot in the car will have disappeared and another inspection will show different grade.

"Don't let anyone talk you out of giving it a trial! You will pay the elevator and switching charge and still have plenty of money left. The cost of direct transfer thru public elevator must not exceed 1c per bushel.

"We would also recommend to shippers of milo and kafir that they should call federal ap-

peal day of arrival and if found heating order to elevator for direct transfer. You have doubtless been told by parties in authority that the car is always given the benefit."

Michigan Bean Jobbers Meet.

The 35th annual convention of the Michigan Bean Jobbers Ass'n held at the Leland-Detroit Hotel, Detroit, Sept. 22-23 was attended by more than 100 members.

Two general sessions were held. Arthur Jarred responded to the welcoming speech. Pres. J. B. Crawford of Ithaca in his address briefly outlined the progress made by the ass'n during its existence.

An address by the ass't sec'y of the Detroit Board of Commerce was interesting. J. N. McBride of Burton, as unofficial spokesman for the farmers, brot to the attention of the jobbers the proposed Michigan plan of trying to get bean growers to hold their crop whenever the paying price to them is below \$5 per hundred.

At the evening banquet C. H. Runciman of Lowell acted as toastmaster, and L. G. Macomber, director of the transportation department of the Detroit Chamber of Commerce, spoke on the "Present Freight Rate Situation in Michigan."

B. A. Stickle gave an interesting talk on the advantages of ass'n membership at Friday's session. A resolution was passed raising the yearly dues from \$20 to \$40.

W. I. Biles of Saginaw was elected pres. to succeed J. B. Crawford.

Free moisture tests for growers of wheat to be combined was made by the line company elevators of Denton, Mont., this year, that the farmers might better determine when their wheat was sufficiently dry for safe harvesting.

Demands Government Retire From Business.

Business as well as other organized groups sponsoring demands looking to the indiscriminate creation of government bureaus, boards and commissions were denounced recently by Lewis E. Pierson, president of the Chamber of Commerce of the United States.

Not only has government encroached upon the field of business, said Mr. Pierson, but business has increased its demands on government until bureaus and commissions have undertaken work that business can adequately do for itself. "We are drifting more and more to legislative action under pressure of special groups—economic, religious, social or sectional,—and are forgetting the fundamental principles on which this country was founded. We are pandering to the governmental ideas of the Old World—ideas which have failed through centuries to foster that individual initiative which has made this country the undisputed leader in world progress."

"We know," he continued, "that before the railroads were restored to private operation, the Railroad Administration accumulated an operating deficit of \$1,800,000,000. We know that the government spent \$3,000,000,000 for ships during the war, and that in addition to the \$120,000,000 a year which the taxpayer is now paying in interest, government operation since the war has resulted in a deficit exceeding \$233,000,000.

"Yet these are merely the dollar yardsticks of national loss that far exceeds the additional burdens that governmental red tape has inflicted upon the taxpayers and rentpayers of the nation. The real loss is the complacent blindness of the American people and their failure to resent the usurpation of their rights, when that usurpation continued a single day after peace was declared.

"It is important," he continued, "to preserve American business, but it is far more important to preserve American government."

New Elevator at Blue Springs, Nebr.

A new elevator has been built by the Farmers Union Co-operative Co. of Blue Springs, Neb., to replace the one that burned some months ago.

It is of 18,000 bus. capacity, the same as the old one, but has been built on a new site on the Union Pacific railroad.

The old house was a 34x28 ft. structure of wood unprotected from lightning. This hazard was realized during a spring electrical storm on the 9th of April and resulted in the fire that razed the building. It was covered by blanket insurance.

Construction of the new elevator was begun on the 28th of June. By the 24th of August it was in active operation and E. H. Cramer, the contractor had only to clean up the trimmings and cuttings.

The new house is 22x28x56 iron-clad and set on a concrete foundation. It has 12 cribbed, hopper-bottomed bins. A Fairbanks 10-ton heavy duty scale does the weighing, a Winters truck lift dumps thru a wood grate set in the scale platform. The leg is operated by a Winters direct-connected head-drive. A man-lift operates in the well to provide easy access to the cupola. It is planned to install a cleaner and a hammer mill.

A 14x16 ft. warehouse is built on the west side. A 12x14 ft. office is adjacent on the east side.

Protection from future lightning bolts is obtained by connecting the metal roof and siding, and grounding the metal at four corners of the building. L. O. Ruyle, the manager, says his company is taking no further chances on lightning.

Your customer is always a prospect for your competitor.

The stop loss plan should be used more freely, although we admit it sometimes is not satisfactory. We refer to cases where the market just reaches a stop and then proceeds to go the other way. But a stop loss is a sort of "safety valve" for traders. The old saying "no one ever went broke taking a profit" should also be considered more than it is, and one shouldn't forget short selling is as legitimate as investment buying.—J. F. Zahn & Co.



Farmers Co-operative Elevator at Blue Springs, Neb.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Paragould, Ark.—The Paragould Mlg. Co.'s hay warehouse burned Oct. 12.

Little Rock, Ark.—Fire which started in the corn choppers elvtr. and spread to the main elvtr. caused a \$10,000 damage to the plant of the Thibault Mlg. Co. The elvtr. contained 50,000 bus. of grain which was water soaked. The plant will be repaired at once.—P.

CALIFORNIA

Los Angeles, Cal.—J. E. Coggeshall has been elected to the board of directors of the Albers Mlg. Co., which operates a line of elvtrs., warehouses and mills.

San Francisco, Cal.—Since our fire in April we have re-established the plant, machinery, etc., on about the same basis as the original plant with the exception of possibly increasing the capacity of the grain cleaning machinery by 100 tons per day.—W. S. Bell, pres., Islais Creek Grain Terminal Corporation.

CANADA

Owen Sound, Ont.—The Owen Sound Cereal Mills, Ltd., has resumed operation of its cereal plant.

Merlin, Ont.—The elvtr. of the Farmers Co-op. Co. burned Oct. 3. The loss is estimated at \$25,000, partially covered by insurance.

Vancouver, B. C.—Construction of the 1,000,000-bu. addition to the Burrard Elvtr. is practically completed. The work was done by the Northern Construction Co.

Toronto, Ont.—The Maple Leaf Mlg. Co., Ltd., has been granted permission by the board of grain commissioners to run its elvtr. as a public one during the coming year.

Ft. William, Ont.—Fire which started in the men's dressing room just off the boiler room did slight damage at McCabe Bros. elvtr. The elvtr. did not cease operations during the blaze.

Ft. William, Ont.—Ernest Pawson, supt. of the Consolidated Elvtr., died Oct. 21 after a short illness. He had been connected with local elvtrs. for 17 years. His wife, one son and two daughters survive.

Victoria, B. C.—Work on the terminal elvtr. has started and the plant is expected to be ready for next year's crop. Its capacity will be 1,500,000 bus. C. D. Howe & Co., Ltd., is in charge of the work.

Vancouver, B. C.—Vernon & Buckerfield, Ltd., is building a feed mill and elvtr. on Burrard Inlet which will commence operating Dec. 1. It has a storage capacity of 100,000 bus. and an unloading capacity of 10 cars per day.

Vancouver, B. C.—Construction of a 2,000,000-bu. terminal elvtr. for the Alberta Wheat Pool will start before the end of October. The work is to be completed by Jan. 15. The Northern Construction Co. has the contract.

Owen Sound, Ont.—The million-bushel annex to the elvtr. of the Great Lakes Elvtr. Co. has been completed. It was built by the Barnett-McQueen Construction Co. and gives the Great Lakes company a storage capacity of 2,000,000 bus.

Elmvale, Ont.—Grain growers of this district who signed Ontario Grain Pool contracts have bot the Copeland Elvtr. and made arrangements to look after the handling of their own grain. There are about 100 pool members in the locality.

New Westminster, B. C.—The government has authorized the New Westminster Harbor Commissioners to borrow \$700,000 for building a grain elvtr., but the board will have to raise the money. The proposed site is at Port Mann, just outside New Westminster.

St. Mary's Ont.—William Simpson of the Wolverton Flour Mills Co., Ltd., died Oct. 13. On the death of W. P. Sparr early in August, Mr. Simpson was invited to give up his export business in New York and take over the management of the Wolverton company, which includes an elvtr.

WINNIPEG LETTER.

The Grande Prairie Grain Co., Ltd., has been incorporated.

S. E. King of the N. Bawlf Grain Co., Calgary, Alta., has been transferred to Winnipeg.

Richard A. Roberts, sec'y-treas. of the State Elvtr. Co., Ltd., has resigned in order to resume his practice as a chartered accountant.

Wiley, Low & Co. have leased the large terminal elvtr. of the Canadian Pacific Railway at North Transcona. It has a capacity of 1,500,000 bus.

H. C. Sieburth, western sales mgr. of the National Elvtr. Co., Ltd., who has been stationed at Calgary, Alta., has been transferred to the company's local office.

The Dominion Malting Co. incorporated; capital, \$1,500,000. The company is erecting a plant near here for the consumption of barley. A 20-year lease has been taken of the 500,000-bu. elvtr. at Transcona, near Winnipeg, from the Canadian National Railways.

Financial interests of New York and Montreal are said to be promoting the formation of a merger of privately owned grain elvtrs. in Canada to compete with the Canadian Wheat Pool. It is proposed to unite western companies that control about 2,500 country elvtrs.

The offer of the Saskatchewan Wheat Pool to pay off its outstanding obligations to the Saskatchewan Co-op. Elvtr. Co. in one cash payment, provided it was granted a discount of 10%, has been rejected by members of the Co-op. The offer was a proposal to pay off a debt of \$6,059,000 with \$5,453,000 in cash, being the balance remaining of the deal for the sale of 700 elvtrs.

The Grain Commissioners met Oct. 18 to consider a request by the United Farmers for the establishment of a duplicate sampling system for grain that passes thru Winnipeg too full for inspection until unloaded at Fort William where the identity of the grain is lost, preventing a re-inspection and appeal. It has been suggested that an appeal board be created at Fort William.

COLORADO

Hillrose, Colo.—The Farmers Platte Valley Mlg. & Elvtr. Co. contemplates installing a hammer mill in its elvtr. J. D. Tebow is the local mgr.

Sterling, Colo.—We are installing a poultry feed mixer. Later we plan to add an alfalfa mill to our feed grinding equipment.—Glen Morris, W. C. Harris Grain Co.

Fleming, Colo.—The W. C. Harris Grain Co. contemplates increasing the capacity of its local elvtr. There is a possibility of a new one being built and the old one torn down.

Platner, Colo.—E. Lieber of Fort Morgan has taken over the N. E. Gailey Elvtr. and now operates it under the name of Lieber Grain Co. C. P. Dannatt is the local man in charge.

Fleming, Colo.—The boot and pit of the Denver Elvtr.'s house is being raised and general repairs made. The old pit was so deep that it suffered almost constantly from water seepage, and it was necessary to use a pump to keep it dry.

Sterling, Colo.—The bean plant and warehouse of the Trinidad Bean & Elvtr. Co. has been completed. The project was built by the Western Engineering Co. It will be used principally for handling beans in transit and is fitted with pickers, sackers, scales, cleaners, graders and other modern equipment. H. M. Frederisy is mgr.

Haxtun, Colo.—We contemplate installation of a grain cleaner in our elvtr.—Haxtun Farmers Co-op. Elvtr. Co.

Sterling, Colo.—We have put a new platform in our Fairbanks Truck Scale.—O. T. Vinson-haler, Sterling Mlg. Co.

La Junta, Colo.—The 30,000-bu. cribbed elvtr. of the La Junta Mlg. & Elvtr. Co. is completed. L. S. Mahoney, formerly local mgr. of the Colorado Mlg. & Elvtr. Co., is mgr. of the new house.

Amherst, Colo.—We have installed a dust collecting system working on the head of the leg in our elvtr. and have found it materially raises the grade on the grain we ship.—L. L. Yowell, mgr., Amherst Farmers Co-op. Elvtr. Co.

Denver, Colo.—Reduction of the county assessor's values on four properties of the Colorado Mlg. & Elvtr. Co. was made by the board of county commissioners recently. In all instances the values adopted were those set by the state board of equalization last year. The assessed value of the Model Flour Mills, Greeley, is reduced from \$222,180 to \$174,080; The Western Elvtr., Pierce, from \$22,500 to \$14,000; the Walker Elvtr., near Mead, from \$12,500 to \$10,000, and the Nunn Elvtr., Nunn, from \$25,000 to \$15,000.

IDAHO

Drummond, Ida.—The Sperry Elvtr. & Storage Co. has bot the 30,000-bu. elvtr. of the Kaysville-Layton Mlg. Co.

ILLINOIS

Lanark, Ill.—The Farmers Elvtr. Co. has installed an ensilage cutter.

Caledonia, Ill.—Ralston Bros. have installed new scales at their elvtr.

Cairo, Ill.—The elvtr. of the Hastings Stout Co. was recently repaired.

Nauvoo, Ill.—John Laubersheimer has bot the Grots & Eld feed mill.

Brighton, Ill.—The Farmers Co-op. Elvtr. Co. has installed a 10-ton platform scale.

Little York, Ill.—The feed mill of Wayne Bros. burned recently. It will be rebuilt at once.

Metcalfe, Ill.—O. J. Linebarger's plant A was slightly damaged by a windstorm on Sept. 30.

Emington, Ill.—H. E. Robinson has had his wagon scale rebuilt by the Superior Scale Co.

Round Grove, Ill.—Austin & Meyers have succeeded the J. A. Mathew Co.—Austin & Meyers.

Argenta, Ill.—The A. & O. Grain Co. expects to rebuild its elvtr. which burned several weeks ago.

Humboldt, Ill.—Cuppy & Wyatt are installing a McMillin Wagon and Truck Dump in their plant.

Benton, Ill.—The smokestack of the Benton Mlg. Co. was badly damaged by lightning on Oct. 12.

Meredosia, Ill.—The Meredosia Farmers Grain Co. is having its elvtr. and other buildings painted.

DePue, Ill.—James Bryant, mgr. of the Geo. M. Bryant Elvtr., was married recently to Miss Mary Kuzma of Spring Valley.

Cairo, Ill.—O. B. Hastings of the Samuel Hastings Co. is in a hospital in Chicago where he will probably undergo an operation.

Stillman Valley, Ill.—Joe Saumon is the new mgr. of the elvtr. of the Griffith Lumber Co., which formerly belonged to the Armour Grain Co.

Cerro Gordo, Ill.—W. E. Siles will continue to work for M. L. DeLaney who recently bot the elvtr. belonging to the T. J. Henneberry Estate.

Abingdon, Ill.—The feed plant of the Abingdon Mlg. & Cattle Co. has been remodeled and equipped for the manufacture of cattle and hog feed.

Shelbyville, Ill.—L. E. Powell, former mgr. of the Duval Grain Co., has moved to Springfield where he has a position in the finance department of the state gas division.

Eden, Ill.—Farmers are said to be investigating the voluntary bankruptcy case of the Eden Farmers Co-op. Co., in which assets were listed at \$12,000 and liabilities at more than \$40,000. It is said that about 10,000 bus. of grain were sold without permission of the growers who received no payment.

Saratoga (Morris p. o.), Ill.—The office of the Farmers Square Deal Grain Co. was broken into by thieves the night of Oct. 15. An unsuccessful attempt was made to enter the safe.

Goodrich (Bonfield p. o.), Ill.—The Bartlett Frazier Co. has had its wagon scale at the local elvtr. and also the one at the elvtr. in Green-wich (Kankakee p. o.) rebuilt by the Superior Scale Co.

Cairo, Ill.—The Illinois Agricultural Ass'n may ask for a congressional appropriation to build a \$2,500,000 elvtr. It would be constructed as a terminal for the transfer of grain to federal barges.—P.

Rankin, Ill.—J. C. Alexander has traded his elvtr. for a farm near Chambers, Ind. His son, John Alexander, who has been managing the elvtr., will move to Potomac and engage in the real estate business with his father.

Sicily (Pawnee p. o.), Ill.—This plant is leased by Otto F. Young from the Sicily Farmers Grain Co., and managed by myself. Since we have taken hold of this elvtr. (Nov., 1925) we made a good showing, notwithstanding the bad crop conditions.—C. Y. McClary.

Richards (Streator, R. F. D. No. 5, p. o.), Ill.—"Hank" Bartells, Lord Mayor, Chief of Police and grain dealer, was stricken with acute appendicitis Oct. 15 and immediately taken to St. Mary's Hospital in Streator and operated upon. At this writing he is past the danger point, however, recovery will necessarily be slow. "Hank," it will be remembered, was chosen chairman of the Streator division of the Illinois Grain Dealers Ass'n early this fall.—"Squire" Cavitt and "Mike" Lavelle.

CHICAGO NOTES.

John H. Fisher was recently re-elected commander of the Board of Trade Post of the American Legion.

Plans of the new Board of Trade building will be submitted to the directors Nov. 1. A ballot vote is to be requested 10 days from that date.

Charles M. Fritz has resigned his position with the Grain Futures Administration to become connected with the Wooster Mlg. & Grain Co. at Wooster, O.

F. T. Bascom, sec'y of the Bartlett Frazier Co., underwent a major operation at Rochester, Minn., Oct. 10. Reports indicate that he is making a successful recovery.

Leopold S. Bache, aged 61, died Oct. 11. He was a member of the firm of J. S. Bache & Co. and of the Board of Trade. He was also vice-pres. of the New York Casualty Co.

The Board of Trade directors have approved the by-laws for the new warehouse corporation that is to handle the contract grain in Chicago. The organization is being completed but the Illinois Commerce Commission has not yet given its permission to the warehouse company to transact business.

Edward S. Hunter, formerly a member of the Board of Trade, died Oct. 24 at Pasadena, Cal., aged 66 years. He was a native of New York state and prior to forming his own firm of Ed S. Hunter & Co. was identified with the old firms of M. S. Nichols & Co., Young & Dunham, joining the Board of Trade in 1884.

John Devlin Hay Co., Inc., has bot the good will of the hay department of Albert Miller & Co., who have discontinued the handling of hay and straw. Mr. Devlin was for 22 years mgr. of the hay department of Albert Miller & Co. The only change will be in the name and business will continue to be conducted at the same address.

Falling plaster and tile in a section of the ceiling of the smoking room of the Board of Trade injured four members of the Board and three others Oct. 13. The members were E. F. Chapin, G. B. Van Ness, James A. Gallagher and Arthur J. Pollock. Three young men employees of the telephone company who were slightly injured were Frank Pataro, Frank Cal-leran and John Nuccio. Mr. Chapin was taken to the hospital suffering from cuts about the head. Mr. Van Ness lost the tip of his finger, and Mr. Gallagher and Mr. Pollock suffered cuts about the head and face.

INDIANA

Laketon, Ind.—The Laketon Elvtr. Co. has installed a new feed mill.

Rockfield, Ind.—We are going to paint our iron-clad elvtr.—Ralph Grace, Rockfield Co-op. Elvtr. Co.

Goshen, Ind.—The Goshen Mlg. Co. has installed a McMillin Combination Wagon and Truck Dump.

Lebanon, Ind.—The Boone Grain & Supply Co. has installed a McMillin Wagon and Truck Dump in its plant.

Huntertown, Ind.—The Huntertown Grain Elvtr. Co. will build a new elvtr. to replace the one which burned Sept. 21.

Hobart, Ind.—Roper & Brown are building a fireproof granary to replace the one which burned several weeks ago. The ends of the old mill have also been re-sided.

Forest, Ind.—The Sellars Grain Co. incorporated with \$10,000 common and \$10,000 preferred stock; to operate a grain elvtr. and buy and sell grain, feed, seed and coal; by Max P. Sellars, Frank Sellars and Julia C. Sellars.

Marion, Ind.—Oliver M. Thomas, aged 65, pres. of the Thomas Mlg. Co., was seriously injured Oct. 18 when he fell backward from a wagon to the concrete driveway of his plant. He received a fractured skull and suffered concussion of the brain. The Thomas plant includes a grain elvtr.

IOWA

Lanesboro, Ia.—The Independent Elvtr. Co. has installed a truck dump.

Toledo, Ia.—Ora Williamson has bot the feed mill of Earl Beery.

Churdan, Ia.—The Farmers Elvtr. Co. has renewed its charter for 20 years.

Pocahontas, Ia.—The Farmers Elvtr. Co. has installed a seed huller and scarifier.

Ocheyedan, Ia.—The Callendar Grain Co. has installed a grain cleaner in its elvtr.

Meriden, Ia.—The Farmers Elvtr. Co. will put new siding and cribbing on its elvtr.

Rolfe, Ia.—The plant of Davis Bros. & Potter is now in operation. Ben Bryson is mgr.

Washington, Ia.—The Southeast Iowa Grain Dealers will hold a meeting here Nov. 10.

Manson, Ia.—John Janssen will soon start to build a mill to do custom grinding.—Art Torkelson.

Odebolt, Ia.—A district meeting of the Western Grain Dealers Ass'n will be held here Nov. 4.

Wesley, Ia.—Arthur Riley of Emmetsburg will succeed V. D. Roberts as buyer for the Kunz Grain Co.

Emmetsburg, Ia.—V. D. Roberts of Wesley will become mgr. of the Farmers Elvtr. Co. about Nov. 1.

Dickens, Ia.—L. Jones recently returned from California and has resumed the managership of the Farmers Elvtr. Co.

Everly, Ia.—John Jeldon has bot the Everly Grain Co. of F. F. Ruge. It will hereafter be known as the Farmers Elvtr.

Albert City, Ia.—Martin Egenes of McCallsburg has succeeded Geo. W. Cole as mgr. of the local elvtr. of the Quaker Oats Co.

Baxter, Ia.—The Baxter Grain & Coal Co. is letting a contract for the rebuilding of its elvtr. which burned some months ago.

Cedar Rapids, Ia.—A. K. Emrich of the Emrich Grain Co. of Emmetsburg will open a local office in the Merchants National Bank Bldg.

Stockton, Ia.—Lightning recently struck the plant of the Farmers Elvtr. Co., doing considerable damage. The loss was covered by insurance.

Coon Rapids, Ia.—We recently installed a J-B Feed Mill. We have just had the best year since coming to this place.—Wm. Grettenberg Grain Co.

McGregor, Ia.—The F. G. Bell Co. incorporated; capital, \$10,000; to deal in grain, feed, fuel, lumber, etc. F. G. Bell is pres. and J. Kramer, sec'y.

Cleves, Ia.—D. J. Peters will build an elvtr. this fall. He now has two houses here but will wreck one of them and use part of its material in the new elvtr.

Luton, Ia.—The Luton Elvtr. Co., owned by R. H. Raub and S. A. McMaster, will add new approaches, truck dump, iron siding and roof to its elvtr. and build a corn crib.

Dike, Ia.—I have changed the name of the local elvtr. from the Dike Grain Co. to Froning Grain & Coal. The elvtr. has recently been repainted and name changed on it.—A. E. Froning.

Ottumwa, Ia.—Roy W. Geer, formerly with the Commander Mlg. Co. of Minneapolis, is now Iowa representative of the Kansas Mill & Elvtr. Co. with headquarters here.

Hudson, Ia.—The Hudson Lumber Co. incorporated; capital, \$50,000; to deal in lumber and operate a flour and feed mill; by C. W. Bedford, James Lovnan and Henry LaFrenze.

Dougherty, Ia.—Frank Baker, formerly second man at the Farmers Elvtr. Co., was appointed mgr. upon the resignation of M. Murphy. Mr. Murphy retired and is now living in Mason City.—A. T.

Onawa, Ia.—The partnership existing under the name of the Onawa Mills has been dissolved and Chas. F. Otto has withdrawn from the firm. The business will be carried on by A. F. Huggenberger.

Emmetsburg, Ia.—The Emmetsburg Farmers Elvtr. Co. is putting on a campaign to reorganize and refinance the old elvtr. company. An attempt is being made to sell \$25,000 worth of stock.—Art Torkelson.

Fort Dodge, Ia.—The O'Hearn-Bulpitt Grain Co. has been dissolved and two firms have been formed. The Frank O'Hearn Grain Co. will have offices in the Snell Bldg., and "Chet" A. Bulpitt will retain offices in the Carver Bldg. as the Bulpitt Grain Co.

Sioux City, Ia.—C. C. Flanley was elected pres. of the Grain Exchange at the first meeting of the reorganized board of directors. H. S. Nevillier was re-elected vice-pres.; R. E. Mangin, treas., and Freeman Bradford, sec'y and traffic mgr. New directors of the Exchange are S. P. Mason, H. J. Hutton and Paul A. Ketels.

KANSAS

Hutchinson, Kan.—The mill of the Fern Mill Co. is being remodeled.

Sylvia, Kan.—The mill of E. H. Bacon is being repaired and will be put in operation.

Wilsey, Kan.—The West elvtr. of the Shannon Grain Co. burned Oct. 19. There was no grain in it.—P.

Liberal, Kan.—The elvtr. of the Light Grain & Mlg. Co. has been remodeled and new machinery installed.

Norway, Kan.—The Norway Elvtr. Co. has made extensive repairs to its plant and installed new machinery.

Salina, Kan.—L. J. Elvin, aged 48, sales mgr. for the Shellabarger Mill & Elvtr. Co., died recently with a heart attack.

Thayer, Kan.—The Eaton Grain Co. has closed. George Bros., who own the elvtr., leased to the Eaton company, have again taken it over and Rex Green is in charge.

Lawrence, Kan.—A section of the second floor of the office, storage and bakery building of the Bowersock Mills & Power Co. recently gave way and fell to the basement, doing considerable damage.

Wichita, Kan.—The McClelland Feed & Grain Co. has been organized by J. T. McClelland, who was with the Grain Products Co. for a number of years. The company will specialize in the handling of millfeeds as well as cottonseed products and coarse grains.

Shaffer, Kan.—The elvtr. of Walter Ogan burned recently. The fire is believed to have been caused by a dust explosion. Mr. Ogan was cleaning the bins with the aid of a lantern when the fire broke out. There was no grain in the plant as it had been removed several weeks ago when the high waters flowed into the elvtr.

The following have recently been admitted to membership in the Kansas Grain Dealers Ass'n: Southwestern Grain Co., Murdock; McClelland Grain Co., Calista; G. W. Sitton Grain Co., Iuka; Mead Elvtr. Co., Sylvia; Belpre Grain & Supply Co., Belpre; Farmers Co-op. Ass'n, Morrill; Harrington & Cummings, Blaine; J. H. Strahm, Berwick; Farmers Co-op. Exchange, Home City; Schroyer Grain & Stock Co., Schroyer (Marysville p. o.); Washington County Farmers Union, Hanover; Robert J. Lewis & Son, Home City; Farmers Co-op. Grain & Live-stock Ass'n, Talmage; Farmers Mercantile, Grain & Stock Co., Oak Hill; S. D. Brumbaugh, Vesper; Farmers Grain & Stock Co., Westfall; Lawrence Grain Co., Luray; M. O. Mowrey, Luray; Luray Grain Co., Luray; Home Lumber & Coal Co., Densmore; Beaver Valley Roller Mills, Herndon; Cowley Elvtr. Co., Glade; Jacobson-Dyas Grain Co., Montrose; Glenn Green, Mankato. This makes a total of 64 new members admitted in 1927.—E. J. Smiley, Sec'y.

Republic City, Kan.—The storage elvtr. of Dan Rickel burned recently when struck by lightning. It contained two carloads of cotton seed meal and two carloads of baled hay.

Salina, Kan.—The headhouse of the H. D. Lee Flour Mills Co. burned Oct. 10, causing a loss of \$125,000. About 50,000 bus. of wheat was a total loss. The loss was practically covered by insurance. A reinforced concrete headhouse will be built at once.

KENTUCKY

Gradyville, Ky.—The flour mill of Dudley Bros. burned recently. The total loss is estimated at \$15,600 with no insurance.

LOUISIANA

Haynesville, La.—L. O. Clone is establishing a feed and grist mill.

MICHIGAN

Onaway, Mich.—We will install a feed mixer.—Hankey Mfg. Co.

Bay City, Mich.—The Chatfield Mfg. Co. has installed a bean elvtr. and cleaning apparatus.

South Lyon, Mich.—Walter Marshall has repurchased the elvtr., coal and feed business which he sold to Charles Cogger.

Sand Lake, Mich.—A. F. Peters and myself have bot the elvtr. of the Sand Lake Co-op. Ass'n. It is the only one here.—Frank Rushmore.

Grand Rapids, Mich.—The Minow Walton Co., which recently closed its Chicago office, has moved here and bot the bean plant of Chatterton & Son of Lansing which has been closed for two years. The plant has been reopened and new machinery added.

MARYLAND

Baltimore, Md.—Rachel Estep Shackelford, wife of W. T. Shackelford of the Board of Directors of the Chamber of Commerce, died recently.

Baltimore, Md.—Wm. F. Walker, aged 68, a member of the Chamber of Commerce and formerly of Wm. F. Walker & Co., grain and feed, died recently.

Baltimore, Md.—The following were recently elected to membership in the Chamber of Commerce: Edward Hymers of Chicago, Benj. R. Buck of Washington, D. C., Henry G. E. Pan-sius and Frank H. Timken.

MINNESOTA

Maine, Minn.—George Jensen has bot the Phelps Mills.

Eyota, Minn.—The Eyota Grain Co. has installed a feed mill.

Wabasha, Minn.—The Wabasha Roller Mill Co. is installing a wheat washer.

Ellendale, Minn.—The Farmers Mfg. & Elvtr. Co. is installing an attrition feed mill.

Duluth, Minn.—B. B. Davis has been elected to membership in the Board of Trade.

Rosemount, Minn.—Leo Fluegel has leased the elvtr. of J. J. Hynes, Inc., and will open a feed mill.

Cosmos, Minn.—The elvtr. of the Bunyan Elvtr. Co. burned recently. The loss is estimated at \$10,000.

DeGraff, Minn.—The office of the Geo. W. Welsh elvtr. was damaged by fire recently. The elvtr. did not catch on fire.

Dawson, Minn.—A. G. Dahl is the new mgr. of the Farmers Co-op. Elvtr. Co. Feeds, salt, tankage, etc., have been added as sidelines.

Priam (Raymond p. o.), Minn.—There is only one elvtr. here, owned by the New London Mfg. Co. There is no track shipping.—C. J. Birke-land, agt.

Wadena, Minn.—The flour and feed mills of the New York Mills Farmers Mfg. Co. have been bot by H. F. Steinkraus of Bertha. The plant was sold at receiver's sale.

Chandler, Minn.—The Chandler Farmers Elvtr. Co. has quit business and the property was sold to the Chandler Elvtr. Co. A few local men are the owners. E. W. Eaton is the mgr.—Chandler Elvtr. Co.

Lanesboro, Minn.—W. W. Reynolds and Richard Winslow have leased the Lanesboro Mill, which has been idle for the past few years. It will be operated as a feed mill now and later as a flour mill.

Adrian, Minn.—The Adrian Co-op. Grain Co. held a stockholders' meeting Oct. 13 to vote on a plan for the formation of a new corporation to succeed the company at the expiration of its charter Nov. 26.

St. Paul, Minn.—C. M. Bendixon of Morgan was recently appointed a member of the State Board of Grain Appeals to succeed J. F. Ingersoll of Crookston. Arthur F. Evenson of St. Peter was appointed to succeed himself as a member of the board.

Stillwater, Minn.—When studdings in the elvtr. of the Commander Mill Co. gave way, 4,000 bus. of wheat were thrown on the ground. It was immediately loaded in box cars and bins in the mill, so was not damaged. The elvtr. has a capacity of 30,000 bus. and the break in the wall occurred at about two-thirds the height of the building.

MINNEAPOLIS LETTER.

The Fleischmann Co. is installing a 125-ton Fairbanks Type S Track Scale.

The Marfield Grain Co. will build additional storage to its elvtr. costing \$40,000.

M. J. Pritchard has applied for membership in the Chamber of Commerce on transfer of H. B. Keith.

Geo. M. Rockwell, formerly with the John Miller Co., is now with the W. C. Mitchell Co. as wheat salesman.

D. L. Barber, formerly with the Columbia Elvtr. Co., is now durum wheat salesman for the Brown Grain Co.

Malcolm Grant, until recently local mgr. of the Froedtert Grain & Malting Co., is now connected with Hallet & Carey Co.

The Union Elvtr. Co. is building a 1,000,000-bu. concrete addition to its plant which will be completed Nov. 20. The Fegles Construction Co. is doing the work.

Charles McCarthy of McCarthy Bros. Co., who broke his neck while in bathing last summer, is out of the hospital after spending 10 weeks in a harness. He is still wearing a leather jacket with a high collar.

Minneapolis, Minn.—Motion for a new trial in the district court to determine value of his stock has been denied Guy Thomas who last May sued the Washburn Crosby Co. for \$856,100, claiming that amount as true value of his stock as against the company's valuation of \$402,244.

About 100 employees of the Minnesota Grain Inspection Department met with a number of state representatives and senators to discuss plans for going before the next legislature in an effort to obtain modification of salary cuts which became effective in the department July 1. While in a few instances salaries were increased, it is claimed that reductions of \$100 to \$300 yearly were the rule.

John S. Pillsbury was recently elected pres. of the Chamber of Commerce. He is the third member of the family to hold this office. His father, Chas. A. Pillsbury, was head of the Chamber from 1892 to 1894. His grandfather, George A. Pillsbury, was pres. from 1883 to 1885. Other officers elected include George P. Case, second vice-pres., W. J. Russell automatically becoming first vice-pres.; A. F. Owen, F. J. Seidl, J. C. Wyman, E. E. Mitchell, George K. Labatt, F. Carleton Smith, directors; Asher Howard, El. S. Ferguson, F. B. Carr, board of arbitration; C. G. Williams, J. A. Mull, F. C. Rutherford, board of appeals.

MISSOURI

New Truxton, Mo.—M. E. Woodson and son Dell have opened a flour mill.

Grant City, Mo.—Rybolt & Herndon have installed a corn sheller in their mill.

Rushville, Mo.—The Rushville Elvtr. Co. had a small loss from a windstorm on Sept. 29.

Clinton, Mo.—M. B. Hitzman, formerly with the Goffe-Carkener Grain Co., is now local mgr. of the B. C. Christopher Co.

Warrensburg, Mo.—The Farmers Elvtr. Co. is building a 24x60-ft. addition which will be used for the storage of sidelines.

Charleston, Mo.—T. J. Johns, former mgr. of the Charleston Mfg. Co., died suddenly Oct. 17. His wife and two daughters survive.—P.

Confirmation Blanks

Simple - Complete - Safe

If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and retains the other.

This places the entire burden for any misunderstanding of your intention upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order Form No. 6 CB, Price 90 Cts.

Grain Dealers Journal

309 S. La Salle Street, Chicago, Ill.

YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of unreasonable delay by the railroad company.

CAR ORDER BLANKS are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use Form 222 C. O., Price 75 cts.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Pierce City, Mo.—C. D. Grimes, who recently bot the plant of the Pierce City Mfg. Co., is having it repaired and adding new equipment.

ST. LOUIS LETTER.

Albert H. Mangelsdorf is an applicant for membership in the Merchants Exchange.

Wm. E. Ohlemeyer has applied for membership in the Merchants Exchange on transfer of R. C. Pennoyer.

J. H. Farley, one of the oldest members of the Merchants Exchange, died recently of the infirmities of old age.

The rules com'ite of the Merchants Exchange has rendered interpretation of commission rules for the handling of grain to mean that all commission charges to members of the Exchange shall be three-fourths of the commission rates to non-members, unless the parties interested specify and agree to a higher rate at the time transactions are made.

KANSAS CITY LETTER.

The wife of John Stark of the Mid-Continent Grain Co. died recently after an illness of several months.

Clyde Truesdale, formerly with the Russell Grain Co., is now connected with the B. C. Christopher Grain Co.

C. H. Kenser, who was connected with the Plant Mfg. Co. of St. Louis until recently, is now mgr. of the cash merchandising department of the Bruce Grain Co.

Soma Peto has applied for membership in the Board of Trade on transfer from W. M. (Tod) Sloan, whose health has necessitated his retirement from business.

The fire department was called to the plant of the Ismert-Hincke Mfg. Co. recently, a spark having started a fire in the eaves of the elvtr. The damage was slight.

The annual golf tournament of the Board of Trade was held Oct. 12. First prize was awarded E. O. Bragg, with a score of 74; second, F. G. Wallingford, score 76; third, Cort Allison, score 77.

The Wabash Elvtr. in North Kansas City remains idle, the owners having negotiated no new lease since the retirement of the Nye Jenks Grain Co. The elvtr. has a capacity of 2,250,000 bus.

W. M. (Tod) Sloan, for the last 10 years cash grain salesman for the B. C. Christopher Co., has resigned his position and will take a year's rest. Soma Peto has taken his place with the Christopher company.

MONTANA

Joliet, Mont.—The Northwestern Distributing Co. has bot the plant of the Joliet Flour Mills Co.

Hobson, Mont.—The Judith Mfg. Co. plans to install a capstan to move cars about the plant without the aid of a freight engine.

McElroy, Mont.—Unable to buy the plant of the Farmers Equity Elvtr. as planned, the Northland Elvtr. Co. has started to build an elvtr.

Lindsay, Mont.—The Eastern Montana Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for a 40,000-bu. steel clad elvtr. It is expected to be completed in November.

New members of the Montana division of the Farmers Grain Dealers Ass'n of North Dakota are Farmers Grain Co., Grass Grange; Farmers Equity Elvtr. Co., McElroy.—Sec'y P. A. Lee.

NEBRASKA

Burruss, Neb.—Melvin Elward is now mgr. of the B. Koehler Grain Co.

Endicott, Neb.—Mr. McClucas of Fairbury has bot the plant of the Vanier Lumber & Grain Co.

Chadron, Neb.—The 50,000-bu. elvtr. of the Chadron Flour Mills has been completed and is in operation.

Cortland, Neb.—We will install a Kewanee Truck Dump and a Fairbanks Truck Scale.—Geo. H. Malone.

Alliance, Neb.—Geo. Neuswanger has built a 45x20-ft. addition to his elvtr. which will be used to store potatoes.

McCook, Neb.—The Sparks-Miller Grain Co. incorporated; capital, \$10,000; by Raymond G. Sparks and Ben A. Miller.

Stratton, Neb.—T. E. Blue of Trenton has succeeded Norman Waddell as mgr. of the Stratton Grain Co. Mr. Waddell will go south with his wife who is in poor health.

Albion, Neb.—The Albion Elvtr. Co. held a stockholders' meeting Oct. 11 to discuss whether or not a new company should be formed.

Brule, Neb.—The 25,000-bu. elvtr. of the Farmers Co-op. Elvtr. Ass'n was formally opened Oct. 8 with a free dinner at noon to all visitors.

Beverly, Neb.—We have taken over the 10,000-bu. elvtr. of the Beverly Equity Exchange and are making general repairs preparatory to placing it in operation.—W. H. Smith, Smith Bros.

Schuyler, Neb.—George W. Merillat has resigned as ass't general mgr. of the Wells-Abbott-Nieman Co., Inc., effective Nov. 1, and plans to join a brother in the grain business at Topeka, Kan.

Omaha, Neb.—Chauncy Abbott, Jr., has been elected pres. of the Omaha Flour Mills Co., which plant includes an elvtr. He has served as vice-pres. and general mgr. of the plant since its inception nine years ago.

Omaha, Neb.—Six suits asking damages of \$14,500 have been filed against the Trans-Mississippi Grain Co. and the C. R. I. & P. R. R. because of chaff, dirt and fumes escaping from the elvtr. at Council Bluffs. It will be recalled that during the early part of this year the elvtr. was enjoined from permitting the above.

Omaha, Neb.—Numerous congratulatory and flattering letters have been received by C. W. Adams, chairman of the publicity com'ite, praising the successful manner in which the convention of the Grain Dealers National Ass'n was handled. Omaha is lauded among delegates as "The Queen of Hostesses."

NEW ENGLAND

Boston, Mass.—The annual fall golf tournament of the Grain & Flour Exchange held at the Cohasset Country Club was in charge of Warren G. Torrey.

Lewiston, Me.—The grain plant of the J. B. Ham Co. was damaged by fire recently, the cause being an overheated motor. Rebuilding operations will start at once.

NEW YORK

Plattsburg, N. Y.—The Plattsburg Feed & Grocery Co. is installing mixing machinery.

Sandy Creek, N. Y.—Electric power is being installed in the feed mill of George O'Brien.

Windsor, N. Y.—Hayes & Bell are installing a power grain shoveler and repairing their feed mill.

Richmondville, N. Y.—C. A. Bunn is equipping the line shafts in his feed mill with roller bearings and is installing a new mixer.

Oswego, N. Y.—George Von Holtz, former supt. of the Churchill Grain & Feed Co., has become supt. of the Oswego Mfg. Co.

North Pembroke, N. Y.—The Stanley Cherry feed and flour mill, replacing the one which burned last summer, is completed and in operation.

Buffalo, N. Y.—Sparks from a passing engine set fire to the elvtr. of the Kellogg Elvtr. Co. recently, doing several thousand dollars damage. No grain was damaged.

New York, N. Y.—E. E. Byer, Philip Brëndal, W. C. Burbank, C. H. Callaghan, J. D. Harris, C. C. Dunaif and L. C. Paine have been elected to membership in the Produce Exchange.

Manaroneck, N. Y.—Ormsby McKnight Mitchell, former grain purchasing agent for the Allies during the World War, died recently. He was a partner in the grain brokerage business of Power Son & Co. of New York.

Albion, N. Y.—Lewis E. Sands, former "bean king" and grain shipper, has been released from the federal penitentiary at Atlanta after serving two years for using the mails to defraud. His business extended thruout the country.

NORTH DAKOTA

Forest River, N. D.—The plant of the Cargill Elvtr. Co. was damaged by fire Oct. 16.

A new member of the Farmers Grain Dealers Ass'n of North Dakota is the Farmers Elvtr. Co., Maza.

Grafton, N. D.—Creditors of the Grafton Roller Mill Co. met Oct. 13 to hear a report of the trustee.

Bismarck, N. D.—The State Industrial Commission has rejected the two bids received for the Drake Flour Mill, owned by the state. This was the third attempt made to sell the property.

LaMoure, N. D.—The Farmers Elvtr., called the Equity Co-op. Exchange, has been taken over by Johnson Bros. and is now running under the name of Farmers Union Elvtr. Co.—Edw. Johnson.

OHIO

Antwerp, O.—J. I. Dysert, mgr. of the Antwerp Grain Co., died Oct. 24.

Canal Winchester, O.—B. B. Swope has installed a dump in his elvtr.

Troy, O.—For the time being I am out of the grain game.—Paul Hauce.

Marion, O.—The buildings of the Marion Grain & Supply Co., recently damaged by fire, have been repaired.

Toledo, O.—The Cargill Grain Co. has opened a branch office in the Second National Bank Bldg. Joe Riley is in charge.

Russia, O.—The Russia Equity Exchange has bot a motor driven grinder, Sidney Vertical Feed Mixers and other equipment.

Columbus, O.—The semi-annual meeting of the Ohio Millers State Ass'n will be held Thursday, Nov. 17, beginning with a luncheon at noon.

Columbus, O.—We are adding a feed department to our track buying and will handle feeds in car and split carloads.—Columbus Grain & Hay Co.

Williamsport, O.—Clark K. Hunsicker is equipping his plant with two motor driven McMillin Combination Wagon and Truck Dumps to accommodate several dump doors.

Wooster, O.—Charles M. Fritz, who has been with the Grain Futures Administration at Chicago, will have charge of the cash grain department of the Wooster Mfg. & Grain Co.

Lockington (Piqua p. o.), O.—I am installing a No. 3 Miracle Ace Hammer Mill furnished by the Sidney Grain Machinery Co. It will be ready to grind Nov. 1.—J. M. Adlard.

Lockbourne, O.—The Myers Grain Co. is rebuilding its elvtr. which burned. The contract was let to the Reliance Construction Co. for a 20,000-bu. cribbed elvtr. with 1,500-bu. corn crib and drier.

Sidney, O.—On account of the crop season being late, we will hold our meeting a little later than usual, say about Nov. 15. Will advise later of definite date.—E. T. Cusenbolder, sec'y, Miami Valley Grain Dealers Ass'n.

Toledo, O.—The National Mfg. Co. is building a five-story wing to its plant which will be devoted to wheat cleaning machinery and operations. A 1,500-bbl. unit will also be added, bringing the total capacity of the plant to 6,000 bus.

OKLAHOMA

Boise City, Okla.—D. J. Smith, formerly of Burdett, Kan., is now in charge of the elvtr. of the Security Elvtr. Co.

Purcell, Okla.—The 240,000-bu. elvtr. of the Oklahoma Terminal Elvtr. Co. was recently completed. Three corn shellers have been installed.

Altus, Okla.—J. T. Gibbons of the J. T. Gibbons Grain Co. requests that his address be changed to Tucson, Ariz., where he will spend the winter.

Noel (Alva p. o.), Okla.—Fred Binkley, mgr. of the Noel Elvtr. had the ligaments in his right shoulder badly torn when he caught his arm in machinery at the elvtr.

Ryan, Okla.—I have completed my 10,000-bu. elvtr. and am ready for business. It is equipped with electric motors and has a corn grinder.—L. B. Anderson, prop., Ryan Elvtr. Co.

Marietta, Okla.—I have just finished building a small warehouse on Santa Fe track in order to have storage for a few cars. I contemplate adding an elvtr. leg and some unloading device next spring.—W. M. Balthrop.

Ponca City, Okla.—The 400-bbl. concrete mill of the Ponca City Mfg. Co. is completed and in operation. There is also a 200-bbl. corn meal plant and a mixed feed unit with a daily capacity of 8 tons which will be finished soon.

Hugo, Okla.—The newly incorporated M. H. Mfg. & Grain Co. has bot the properties of the bankrupt Modern Mfg. Co. which sold in bankruptcy proceedings last January. Officers of the new company are: R. V. Womack, pres.; Rufus Scott, vice-pres.; James A. Smith, treas.; and E. A. Burke, sec'y. Manufacture of corn products and buying and selling of corn will constitute the main activity of the company.

OREGON

Portland, Ore.—Hillman Lueddemann has been elected a director of the Merchants Exchange to succeed Carl Robinson who has moved from the city.

Portland, Ore.—S. A. McLean and W. G. Sumpter have formed the Willamette Grain Co. Mr. McLean was formerly with Suzuki & Co. and Mr. Sumpter with the T. A. Riggs Grain Co.

PENNSYLVANIA

Philadelphia, Pa.—John R. Bennett has been elected to membership in the Commercial Exchange.

Pittsburgh, Pa.—B. McCracken & Son have dissolved partnership and the business of the old firm has been closed.

SOUTH DAKOTA

Oacoma, S. D.—Blum Bros. are building a 50,000-bu. elvtr.

Armour, S. D.—The Hunting Elvtr. Co. has leased the former Wait & Dana Elvtr.

Wakpala, S. D.—C. A. Nelson has succeeded Peter Bosch as mgr. of the Wakpala Grain Co. Wessington Springs, S. D.—The grain elvtr. and coal shed of the Jerauld County Farmers Union were slightly damaged by fire Oct. 17.

Hecla, S. D.—We have installed a cleaner. The Hecla Co-op. Elvtr. Co. is having its elvtr. repainted.—Chas. W. Estee, sec'y, Estee Elvtr. Co.

Vayland, S. D.—The Sheldon Reese Elvtr. Co. has bot the old lumber sheds of the Brumwell Lumber Co. and will use them for the storage of feeds.

Huron, S. D.—The Farmers Elvtr. Ass'n of South Dakota will hold its 21st annual convention at the Marvin Hughitt Hotel Nov. 29-30 and Dec. 1.

Whitewood, S. D.—The Whitewood Flour Mill, operated by Ray and A. C. Good, burned recently. The loss is estimated at \$40,000, partially covered by insurance.

Parker, S. D.—Our elvtr., which burned, will not be rebuilt before another year. I am representing the Johnstone Templeton Co. of Milwaukee.—C. P. Vandewater.

Platte, S. D.—The Charles Mix County Mlg. Co. is changing from gas power to electric and is putting in four Fairbanks Morse Enclosed Motors, 50 h.p., on mill proper, connected with Morse Silent Chain Drive and 15-h.p. connecting feed mill with another Morse Drive, also 7½ and 5 h.p. on different elvtr. drives.

SOUTHEAST

Wytheville, Va.—Fire recently destroyed the flour mill of W. S. Stone & Co. It is understood the plant will be rebuilt.

Conover, N. C.—The Catawba Mlg. Co. incorporated; capital, \$100,000; by E. H. Hunsucker, L. A. Yount and R. L. Rockett.—P.

Atlanta, Ga.—The mother of E. H. Waldrop, pres. and mgr. of the Waldrop-Wright Grain Co., died recently at the age of 82.

Atlanta, Ga.—A. B. Westphal, southeastern representative of the Canadian Mill & Elvtr. Co., was recently injured in a motor bus accident in Alabama.

Bluefield, W. Va.—The Barrow-Douglas Co. and the National Brokerage Co. have consolidated and the business will be conducted as the National Brokerage Co., Inc.

Albamarle, N. C.—H. L. Lowder and R. D. Lowder, reported organized company; has building; will install machinery for flour mill; daily capacity 350 bbls. flour and 250 bus. corn meal.—P.

Birmingham, Ala.—Chas. A. Jones has bot most of the interest of B. C. Morgan in B. C. Morgan & Co. The firm will continue under the same name but Mr. Jones has assumed active operation of the business.

TENNESSEE

LaFollette, Tenn.—A. M. Swaney has taken over the Indian River Mill which is being rebuilt.

Gallatin, Tenn.—The Gallatin Mlg. Co. incorporated; W. B. Douglass, pres., and W. S. Brown, sec'y.—P.

Nashville, Tenn.—The mlg. plant of J. F. Tucker & Co. burned Oct. 15. The plant was partially insured. It had a capacity of 100 bbls.

Nashville, Tenn.—Fire broke out in the five-story steel elvtr. of the Gillette Grain Co. early the morning of Oct. 18. The plant was destroyed. The elvtr., known as the Steele Elvtr., had a capacity of 300,000 bus.

TEXAS

Ponder, Tex.—The elvtr. of the Whaley Mill & Elvtr. Co. burned Oct. 15.

Wichita Falls, Tex.—The Central Feed & Seed Store has completed a new elvtr.

Grand Prairie, Tex.—Wesley B. Young is installing machinery for the manufacture of mill-feeds.

Houston, Tex.—W. R. Archer, formerly mgr. of the Beatty-Archer Co., is now with the J. E. Rogers Co.

Plainview, Tex.—E. N. Noble has bot the interest of H. C. Burns in the Noble Grain Co. The latter has moved to Dallas.

Greenville, Tex.—The Greenville Mill & Elvtr. Co. will build a modern concrete and steel warehouse as an additional unit to its mill plant.

Cleburne, Tex.—Miss Sallie Gillock, mgr. of the Gillock Grain Co., is said to be the first woman grain dealer in the state. She has been connected with grain companies here and in Fort Worth for the past seven years.

Amarillo, Tex.—The Great West Mill & Elvtr. Co. has awarded a contract to the Jones-Hettelsater Construction Co. for a 560,000-bu. reinforced concrete elvtr. There will be 60 bins in the elvtr., 22 of which will be in the head-house. Two 2,500-bu. hopper scales will be part of the equipment.

Electra, Tex.—J. B. Ferguson did not take over the management of the Farmers Elvtr. Co. It went into the hands of trusteeship July 21, 1927, and on Aug. 4 Kemple Bros. & Myers bot the stock on hand and leased the elvtr. from the owners of the property. J. B. Ferguson is mgr. of the Electra Wheat Growers Ass'n.—Kemple Bros. & Myers.

WASHINGTON

Centralia, Wash.—The Kenworthy Grain & Mlg. Co. has moved into its new brick building.

Spokane, Wash.—The R. J. Stephens Grain Co. has moved to new quarters in the Peyton building.

Longview, Wash.—Pile driving for the dock of the Port of Kelso's new elvtr. has been completed and two shafts are being operated daily in driving piling for the foundation of the elvtr. workhouse.

SEATTLE LETTER.

The trading hours on the Grain Exchange are now 7:30 to 11:20 a. m., with the close on Saturdays 10:05 a. m.

H. H. MacPherson, in charge of the grain inspection department of the Merchants Exchange, was married recently to Alice Marie Bouche.

The Seattle Port Commission has ordered the installation of a grain drier with a capacity of 2,000 bus. per hour on account of the large amount of wet wheat arriving here.

A. C. Wassard, for the past five years with Strauss & Co., and prior to that with Max Hauser, has resigned and will become mgr. for the L. C. Sanford Grain Co., which is opening a local branch office.

The Merchants Exchange has made arrangements with the Western Union Telegraph Co. for a special periodical market service wire in relation to the daily trading and wheat fluctuations in the Grain Exchange.

During September the Grain Exchange had a total trading volume in the pit of 2,446,000 bus., representing a round turn of buying and selling, as against 916,000 bus. in September, 1926. Deliveries of wheat for this September were 138,000 bus. as compared with 35,000 bus. last year.

WISCONSIN

Colby, Wis.—Wiersig & Dins are remodeling their feed mill and making repairs.

Milwaukee, Wis.—Edward Hymers has been elected to membership in the Chamber of Commerce.

Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold Bushels of at cents per bushel, to grade No., to be delivered at on or before". They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

Grain Dealers Journal
309 South La Salle St. Chicago, Ill.

Clark's Decimal Wheat Values

(Fourth Edition)

Is a book of 38 tables, which reduce any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50 cts. to \$2.39.

Each table is printed in two colors, pounds and rules in red, bushels and values in black. All figures are arranged in groups of five and divided by red rules to expedite calculations.

These tables have the widest range of quantity and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. By their use you prevent errors, save time and avoid many hours of needless figuring.

These tables can be used with equal facility in determining the number of bushels and the value of Wheat, Alfalfa Seed, Clover Seed, Canary Seed, Beans, Grapes, Peas, Split Peas and Potatoes.

Printed on linen ledger paper, 40 pages, bound in vellum, size 9x11½ inches, shipping weight 1 pound.

Price \$2.00.

Order Form 33X.

Grain Dealers Journal
309 S. La Salle St. Chicago, Ill.

Oscoda, Wis.—P. J. Tewksbury and Wm. Travis, who have conducted the Oscoda Elevator & Feed Mill for several years, have dissolved the partnership, Mr. Tewksbury buying Mr. Travis' interest.

La Crosse, Wis.—The McGill Grain Co. has filed the elvtr. formerly owned by the Listman Mill Co. to capacity. In 19 days workmen stored about 750,000 bus. oats in them, unloading a car of grain every half hour.

Milwaukee, Wis.—The Wisconsin Grain Elvtrs. Co. has been dissolved. A. R. Taylor was pres. and J. W. Rank, sec'y. The capital stock was \$100,000. The company was incorporated in Oct., 1926, to take over the Wisconsin end of the Armour Grain Co.'s business.

Forest Junction, Wis.—We owned an old elvtr. on the St. Paul right of way which we have torn down. We used the lumber for extending our warehouse and elvtr. located on the C. & N. W. We may, however, leave a small warehouse on the St. Paul.—H. L. Krueger, Krueger Bros.

Toronto, Ont.—Thirteen acres sown to fall wheat on the farm of R. L. Stiver near Markham returned 600 bus. of grain, at an average of 46 bus. to the acre. Stiver grew the wheat on land which had been producing crops for many years. He sowed Dawson Golden Chaff, a variety that has been improved at the Dominion experimental farm at Ottawa.

Study of Wheat Washing in Elevators.

The washing of wheat by commercial elevators to eliminate smut has been the subject of study for the last month by J. H. Cox, assistant chief marketing specialist, grain division, Bureau of Agricultural Economics.

Smut has become such a problem in the East in the last few years that elevators are now equipping themselves with washers in an effort to meet the problem. A comparison of the amount of smut in wheat receipts at Baltimore Md. as between the years 1924-25 and 1926-27, shows an increase in the latter year of 1.33 per cent for the car receipts and 17 per cent for the receipts by boat. The percentage of smutty wheat received at Baltimore in July and August, 1927, was 26.87 per cent for the car receipts and 55.57 per cent for the receipts by boat.

The study undertaken to find the number of smut spores of wheat before and after washing, and the number of smut balls. A count reveals that there are 3750,000 smut spores in an average-sized smut ball. When the study is completed the information will be used in connection with the application of wheat standards.

Pool Publicity Agents Have Wild Imaginations.

The Manitoba Pool has announced by radio that the Pool elevator at Sperling this year earned enough money to provide for operating expenses and all regular charges and in addition sufficient to pay for the total cost of building the elevator. The Sperling elevator is listed as having 900 bus capacity and is administered by the Pool to be one of the class of elevators costing at least \$20,000 to \$25,000. If this particular elevator during the past season had sufficient revenue to do what is claimed for it, it must have received in storage and handling charges on grain something over \$66,000.

According to the radio statement its total handlings of all kinds of grain were only 400,000 bus. If this number of bushels is divided into the above sum of money, it is apparent that this elevator must have taken out of every bushel of wheat handled, twice grains as well as wheat, at least 9 cents per bushel. How was it done? Did the elevator underweigh and undergrade to the value of several cents per bushel? It was, whence came the revenue? If it is a fact that every farmer patronizing this elevator had an average of 9 cents per bushel deducted from the payment due him, then he has a real grievance against the Pool.—*Grain Trade News*

Will Consider North Dakota Mill Losses.

Governor Sortie of North Dakota has indicated that he will soon call a special session of the legislature to consider the report of the Senate Fact Finding Comtee and the Land audit of the State Mill at Grand Forks, N. D.

The auditor's report showed that the mill lost \$429,147 in 1926 and \$11,719 for the first six months of 1927. Total losses since Oct., 1922, are \$1,365,000.

The report of the Fact Finding Comtee shows that only 10% of the wheat lost in 1926 was lost direct from Dakota farmers and most was lost from a grain firm in Minneapolis. The report states that flour is sold to North Dakota consumers at 30c per bbl profit and sales to a Boston firm averaged \$1 per bbl loss or more.

Members Pay Nine Cents Extra to Market Thrn Pool

At last the Canadian Wheat Pool has announced the basis on which the final payment for the 1926-27 crop year is being distributed. In 1925-26, when only the Alberta pool was in existence, members knew before the end of July what the total price basis was to be. In 1924-25, with the three pools and the Central Selling Agency in operation, the final payment was announced on Sept. 5. For 1925-26 the payment was announced on Oct. 15. This year the circular is dated Oct. 19. Why it should this year have taken over 3 months after the closing of the 1926-27 pool to make final settlement with members, and why the date has been later and later each year, are matters worth explaining. Only the price basis on No. 1 Northern wheat for 1926-27 is yet announced, and this is given at \$1.42 basis Fort William, but from this deductions are made in Manitoba of 4.223 cents, leaving the net basis \$1.37777 cents. The average of the open market closing prices for the crop year on No. 1 Northern was \$1.4049.

"There's a man in the world who is never turned down;
Where'er he chances to stay;
He gets the glad hand in the populous town,
Or out where the farmers make hay;
He's greeted with pleasure on deserts of sand,
And deep in the aisles of the woods;
Where'er he goes there's the welcoming hand—He's
The man that delivers the goods.

The failures of life sit around and complain,
The Gods haven't treated them white;
They've lost their umbrellas whenever there's rain,
And they haven't their lanterns at night;
Men tire of the failures who fill with their sighs
The air of their own neighborhoods
There's a man who is greeted with enlightened eyes—He's
The man who delivers the goods.

One fellow is lazy and watches the clock,
And waits for the whistle to blow;
And one has a hammer with which he will knock
And one tells a story of woe;
And one if requested to travel a mile,
Will measure the perches and rods;
But one does his stunt with a whistle and smile—He's
The man that delivers the goods.

Texas Pool Assuming Middleman Expense.

The Texas pool, the Texas Wheat Growers Ass'n, Amarillo, Tex., in 1926 handled 1,884,640 bus. of wheat on which the carrying charge was 7.342c, operating expense 1.34c, and middleman handling cost 1.40c per bushel.

In 1925 the Texas and Oklahoma pools together handled 2,462,000 bus. on which charges were 4.55c, 1.90c and 1.50c per bushel, or a total of 7.95c cents per bushel. In their best year the two pools combined handled only 2,791,275 bus., in 1924.

Sales during the last four years of membership were made thru the Southwest Wheat Growers Association, the sales agency for the Oklahoma and Texas Ass'n. The 1926 pool was conducted by the Texas Wheat Growers Ass'n alone.

Only 3,249 Flour Mills in United States.

According to the 1925 census of the manufacturing of flour, feed and other grain-mill products the following payments were made in the United States in that year:

Wheat 353,342,397 bus., rate 8.12c, 50c per bus., 2,853,840 bus. branched, 2,483,800 bus. rolls, 4,977,858 bus., other grain, 12,658,129 bus., in 1924 412,562,471 bus. of wheat were milled, 13,751,961 bus. of other, 113,760,471 bus. rolls, 4,764,830 bus. branched, 55,379,443 bus. rolls, 24,400,127 bus. other grain.

During 1925, 4,326,735 bus. of flour and middlings were produced at a value of \$1,578,807,245; 1,445,675 bus. feed screenings, etc. valued at \$125,000,000; 3,762,345 bus. of branched feed for animals and birds, estimated products of grain and valued at \$29,224,220.

There were 3,249 flour mills in the United States in 1925 as compared to 3,629 in 1923 and 4,804 in 1921.

The shrinkage in the number of flour mills is startling. There has been no such decrease in the number of grain elevators.

Grain elevators are unofficially numbered at 22,000 or six times the number of flour mills.

A recent cable from Roumania stated that the government proposes to reduce the export taxes on grain about 50%.

Bean Pooling in Colorado.

With the demise of the Colorado wheat pool and the resultant failure of the attempt to start it over again, pool officials living off the proceeds found it necessary to develop a new scheme. Among the leading agricultural producers of Colorado is beans. So the former promoters of the former wheat pool decided to start a pool for beans.

Activities began early last summer when they started soliciting advance fees and bean contracts. Apparently they were off half-cocked, failing to first learn and ascertain standing facilities to take care of the beans grown by the farmers.

It is reported that under the pool contract for beans the farmer will be advanced only 50% of the value of his beans and will be charged interest on this advance while the pool remains the remainder until all beans are sold. After all expenses have been deducted from accounting will not be made till some 18 months after the beans have been harvested.

Sufficient proof of the greediness of many farmers has in their failure to learn from the experiences of the wheat poolers. Many have signed the bean contracts and paid a fee to do so.

Colorado now has a bean pool, with contracts covering the next 18 months. Its principles are no different than those employed in the many delinquent wheat pools, principles that have been conclusively proven as fundamentally wrong in their repeated failure.

Yet many farmers will sign. Egan was right. What will be the next trap set for them?

Supply Trade

North Vernon, Ind.—Mail addressed to the King Mfg. Co. has been returned unclaimed.

Kansas City, Mo.—L. Boyd Mercer, formerly in the engineering and designing business in Australia, recently joined the staff of Jones-Hettelwater Construction Co.

Toledo, O.—We are receiving many orders for Randolph Grain Driers and our factory is now operating 24 hours per day. O. W. Randolph Co.

Minneapolis, Minn.—The many friends of Fred Holtby, of T. E. Ibberson Co., will be pleased to learn that he is recovering from a recent operation at Rochester and will soon be back at the office.

Since the cost of advertising comes not as an extra price from the one served, nor as a tax upon the one serving, but as an economic return upon the development of volume, it will not do to regard advertising as an expense item. It is an investment.

Minneapolis, Minn.—F. S. Hinckley, vice-pres. and manager of the Link-Belt Supply Co., passed away Oct. 10, of an embolus, after two weeks' illness. Mr. Hinckley was 66 years of age and well known to the grain and elevator trade of the northwest.

John Wanamaker said: "If there is one enterprise on earth that the quitter should leave alone, it is advertising. Advertising does not jerk—it pulls. It begins gently at first, but the pull is steady. It increases day by day and year by year until it exerts an irresistible power."

Minneapolis, Minn.—H. R. Harris, 1123 Metropolitan Life building, has just been appointed as representative of The Falk Corporation, manufacturers of herringbone gears, speed reducers and flexible couplings. Mr. Harris will cover the state of Minnesota and also Douglas County, Wis.

Books Received

CORN INFLUENCED BY MOSAIC DISEASE has been studied by Hugo F. Stoneberg working in conjunction with the Agricultural Experiment Station of Baton Rouge, La. During the past few years the mosaic disease has been very prevalent on corn in the sugar belt of Louisiana, especially in fields adjacent to sugar cane. Copies may be obtained from U. S. Printing Office, Washington, D. C.

CLEANING GRAIN ON FARMS AND IN COUNTRY ELEVATORS suggests methods of lowering the amount of dockage in wheat, advises cleaning of wheat before it is marketed, and describes the various types of wheat cleaning machinery available for use in the fields with threshing machines, in farm granaries, and in the country elevators where the growers deliver their wheat. It supersedes a bulletin issued five years ago. A comparison with the older bulletin shows that the loss from weed seeds in spring wheat has been increasing rapidly in recent years. The older bulletin gave average losses in the years before 1914 as less than three per cent in the grain received in Minneapolis. For the five years before 1920 the dockage averaged four per cent. For 1924, 1925 and 1926 the new bulletin reports average dockage for the respective years as 5.2, 6.9 and 7 per cent. The dockage on flax averages much higher than for wheat, the comparative percentages for flax being 15.4, 15.7 and 16.4. Reports show that 90 elevators that installed cleaning machinery in the last three years realized on the average a profit of more than \$2,000 last year from the sale of screenings and from custom cleaning. The bulletin describes various types of cleaning machines such as the sieve and air type familiarly known as the fanning mill, the pocket machines, spiral gravity cleaners, and others. The specific grav-

ity separators are particularly recommended for preparing seed grain. Farmers' Bulletin 1542-F, 26 pages, illustrated, may be procured by writing to the United States Department of Agriculture, Washington, D. C.

Corn Borer Will Spread to Entire Belt.

The U. S. Department of Agriculture's opinion continues to be that the spread of the borer to the entire corn belt is inevitable and that it is a situation to which the farmers, the state departments of agriculture, and the state agricultural colleges must adjust their plans, says Sec'y Jardine.

Effective methods of holding down the increase in the number of corn borers must be adopted into the farming practice generally or serious readjustment of the present system of farming in the corn belt area will become necessary as has already occurred in Canada since 1923.

It is estimated by the department that commercial damage from the borer usually does not begin until there are about 5 borers to the stalk or 500 borers per hundred stalks. The heaviest country-wide infestation in the United States campaign area this year is 113 borers per hundred stalks in St. Clair County, Michigan. Although the infestation even in St. Clair County is not as yet generally severe over the whole county, the serious conditions prevailing over the Canadian line, according to the best information we have, indicates how rapidly the borers multiply and make it impossible to continue commercial corn production where effective control measures are not taken from the beginning of infestation. A concerted clean-up was made this year by the farmers in the infested area in Canada and the number of borers was markedly reduced. Despite the clean-up the infestation is still heavy and necessitates the continuation for some time of the adjustment of the farming systems of the Canadian farmers in this area from a livestock basis to the production of tobaccos, sugar beets, and vegetables. Our Canadian neighbors are co-operating in a very fine manner but this should not be taken as grounds for less vigilance on our part in combating the advance of the borer.

It is assumed that adequate control measures will be continued by the states affected. The department will continue to co-operate with the states in scouting to determine infestation, the maintenance of quarantines and in providing for necessary research and educational work in so far as the regular appropriations of the department for the purpose are available. There is a great need for adequate studies of the life history, habits and relation of the borer to environment, the breeding of varieties of corn adapted to corn borer conditions, the development of parasites of the borer, research in the use of different fertilizers, and the improvement of machinery for mechanical control.

It is believed that by the time the borer has spread over the corn belt, if not before, we will have developed the most effective and economical control methods possible in keeping the damage by the borer to the minimum.

Fall Campaign Against Corn Borer.

The fall educational campaign of the extension forces against the European Corn Borer is now under way. The object is to inform farmers of the most effective control measures.

Approximately 200 demonstrations of the use of attachments to corn-harvesting machinery, which cut stubble lower than two inches from the ground, are being carried on with the co-operation of the Bureau of Entomology in the infested counties of New York, Pennsylvania, Michigan, Ohio and Indiana. Indiana has arranged for 15 demonstrations and Michigan, 26. In Ohio the demonstrations will be made principally in the 222 newly infested townships.

A series of plowing contests to arouse interest in good plowing for the control of the borer is being sponsored by the Michigan Extension Service.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 154 pages, 4 1/2 x 7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 8 1/2 x 6 inches. Cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4 1/2 x 6 1/2 ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Supp.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Hentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8 1/2 x 10 1/2 inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6 1/2 x 9 inches. Bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1904, for use in domestic and export trade. Size 6 x 7 inches, 304 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. E. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6 1/2 x 8 1/2 ins. 860 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- 411-A contains 100 sets all Form A. Price, \$2.00.
- 411-E contains 100 sets all Form E. Price, \$2.00.
- 411-B contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Feedstuffs

Battle Creek, Mich.—A. K. Zinn & Co. are putting in molasses feed mixing plant.

Strathroy, Ont.—The S. S. Donaldson cereal breakfast food plant has just been completed.

Baltimore, Md.—Minnigerode & Co., feed brokers, have taken new quarters in the Professional Building.

Niagara Falls, N. Y.—Lightning struck the plant of the Shredded Wheat Co. Oct. 7. Considerable damage resulted.

Bordentown, N. J.—The Bordentown Supply Co. has been organized to operate an existing local feed mill in town.

Butler, Pa.—P. J. Aesterling & Son. Co. has been incorporated to manufacture and sell dairy rations and feed stocks.

Delhi, N. Y.—C. E. Kiff is preparing to install complete molasses mixing equipment for the manufacture of sweet feeds.

National Rice Day will be observed in Italy Nov. 1 as a part of a plan to reduce necessity of importing so much wheat.

South Dayton, N. Y.—Benjamin A. Whipple, 83, member of the feed milling partnership known as Burkhalter & Whipple, died at his home on Oct. 1.

For the first time in history the National Dairy Show was this year held below the Mason and Dixon line, indicating the intense interest in dairying in the Southland.

Chicago, Ill.—Frank M. Rosenkrans, Jr., has become connected with the Bertley Co., of which mill feed and linseed meal jobbing house his father is president and manager.

Fort William, Ont.—Plans for a \$20,000 feed warehouse have been prepared for the Mount MacKay Feed Co., replacing the structure which was destroyed by fire last winter.

Kansas City, Mo.—A feed jobbing branch is contemplated here by L. C. Newsome of the Newsome Feed & Grain Co., Pittsburgh, Pa., and of the Reliance Feed Co. of Minneapolis.

Cuero, Tex.—A new feed grinding plant is contemplated for the Witte Feed & Grain Co., to replace their recent fire loss of similar property. Green feed in storage ignited the plant.

The Cosby-Hodges Milling Co., Inc., Birmingham, Ala., has filed trademark Ser. No. 253,464, the words "ROYAL PALM," accompanied by the likeness of a palm tree, as being particularly descriptive of stock and poultry feed.

Battle Creek, Mich.—The Postum Co., Inc., has added the Log Cabin Co. of St. Paul, Minn., to its list of acquisitions. This maple sirup concern is the seventh concern the Postum people have bought out within the past two years.

Carthage, Tenn.—Thomas B. Read, 60, feed and flour manufacturer for the past thirty years here with his brother, died on Oct. 10 following an illness of several months. The firm was known as Read Brothers.—P. J. P.

Grinding service cannot be profitably rendered for less than \$4.00 a ton, according to the consensus of opinion of the members of the Mutual Millers & Feed Dealers Ass'n as expressed at their meeting in Jamestown, N. Y., last month.

Kansas City, Mo.—Fire destroyed one of the feed warehouses used for storage purposes by the Nutrena Feed Mills, Inc., on Oct. 13. The total loss involved totaled \$30,000. Operations of the feed concern were not impaired.—P. J. P.

St. Joseph, Mo.—The Famo Feed Milling Co., incorporated; capital, \$70,000; by Daniel Michanek, Nicholas Michanek, Paul Priestley and Anna Michanek.

Ankeney Linseed Manufacturing Co., Des Moines, Ia., has filed trademark Ser. No. 240,766, the words "ANCHOR BRAND," accompanied by a drawing of an anchor. The mark is particularly descriptive of linseed meal for stock feeding purposes and the compounding of stock and poultry foods.

Wichita Falls, Tex.—With the completion of the new \$10,000 storage elevator for the Central Seed & Feed Co., a complete plant now serves both the wholesale and retail mill feed, seed, and hay trade. A Gruendler Hammer Mill, also recently installed, furnishes custom grinding service.

Federal inspection of hay is urged by members of the Kansas City Hay Dealers Ass'n. Heretofore use of federal grade certificates in the Kansas City market has been optional, the majority of the trading being done on the basis of private inspection. Negotiations with the federal bureau have been under way for some time, culmination thereof awaiting approval of the ass'n's directors and the federal department.

Alfalfa stems from which the leaves have been partially or wholly removed, altho having a recognized feeding value and when ground some of the physical characteristics of alfalfa meal it is not alfalfa meal and to ship it in interstate commerce and sell it under that name constitutes a violation of the federal food and drugs act. No objection will be offered to the sale of this product under a name which accurately describes the article and is not deceptive, such, for example, as alfalfa stem meal.—U. S. Dept. of Agriculture.

Fremont, Neb.—The Frederickson Feed Mill is the new name of the Corn & Alfalfa Milling Co. When business was originally started by the old company, a special product was manufactured, as suggested by the name, however, at the present the plant specializes in most lines of feed manufacture and so the name was changed. A number of mechanical improvements have been completed within the confines of the institution, contributing to greater output. An additional annex was also constructed.

Minneapolis, Minn.—Dr. Harry B. Snyder, 60, author, nutrition expert, and chief chemist for the Russell-Miller Milling Co., passed away at his home here on Oct. 11. He occupied the chair of agricultural chemistry at the University of Minnesota during his eighteen years notably spent at the Minnesota Experiment Station from 1891 until 1909. He was a member of the American Ass'n of Cereal Chemists. As an authority and author on milling chemistry, Dr. Snyder contributed tremendously to the task of setting aright misconceptions relative to white bread nutritive values.

New Members elected at the Omaha annual convention of the United States Feed Distributors Ass'n include: Maney Milling Co., Omaha; Golden Eagle Milling Co., Petaluma, Cal.; Nutrena Feed Mills, Inc., Kansas City; The McMillen Co., Fort Wayne, Ind.; E. A. Witter, Kansas City; Claypool & Co., San Bernardino, Cal.; Ambler Grain & Milling Co., Pasadena, Cal.; Fairmont Creamery Co., Omaha; C. M. Carter Grain Co., Fort Worth, Tex.; The Feed Bag, David K. Steenbergh, editor, Milwaukee, Wis.; and W. G. Moorhead & Co., Chicago. With the exception of the last mentioned member secured by L. C. Newsome of Pittsburgh, Pa., Jerry P. Parks of Kansas City obtained this commendable increase.—D. J. Schuh, sec'y, Cincinnati, O.

European Corn Borers have been proven to be excellent bait for fishing.

Southern Mixed Feed Manufacturers' Convention.

About 100 attended the third annual convention of the Southern Mixed Feed Manufacturers Ass'n held Oct. 17-19 at Hotel Peabody, Memphis, Tenn.

"Wonderful weather, splendid attendance, beneficial discussions of mutual problems, an enthusiastic golf tournament and bountiful banquet," are the words used by Sec'y E. P. MacNicol in describing the gathering. The meeting was so timed that delegates could attend the Tri-State Fair and the National Dairy Show.

From Sec'y MacNicol's report we take the following:

Sec'y MacNicol's Report.

Perhaps the two outstanding activities of the Ass'n, this past year, have been our efforts to establish a uniform system of cost accounting, as advocated at our last annual meeting, and an educational movement under the name of the Southern Livestock Council, which had for its purpose an awakening of interest in livestock, particularly in increasing the South's dairy herd population.

During the past year, also, your Sec'y has had the privilege of making two or three addresses on the mixed feed industry, and has had several articles in various newspapers and trade journals throught the country. Printed publicity, like the radio, has, therefore, added to the effectiveness of our educational work.

Bulletin Service.—One of the outstanding routine activities of the Secretary's office, during the past year, has been our bulletin service. I believe our membership has found both of these bulletin services informative. The subject matter involved has been rather general in its character, while those issued as confidential trade reports were concerned largely with specific instances of trade practice complaints cleared thru this office.

Complaints.—Despite efforts of your Sec'y to make this branch of our bulletin service more general and effective in character, our membership has, apparently, been somewhat reluctant to file complaints on sales and similar practices at variance with ass'n ideals and ethics; or sales contract repudiations by buyers and other similar subjects suitable for bulletining our membership as confidential trade reports.

Complaints on unethical practices have, this year, been so slight as to be almost negligible. This, I hope, reflects to some extent a more stabilized condition among Southern feed manufacturers, both as to general business ethics and market experiences.

Cost Accounting System.—You will recall a com'te from the accounting departments of member mills, and with the cooperation of the national accountancy firm of Ernst & Ernst made a survey of the feed industry and presented before our convention last year a very flexible system of uniform cost accounting.

Complete bound copies, with charts, and instructions, and which were compiled by the Ass'n at a considerable expense were subsequently printed and distributed to the membership.

Despite the efforts of your Sec'y and your Executive Com'te, since that time, we have not been very successful in having this system adopted generally.

Each member feels he knows his cost and considers his system absolutely adequate and thorough for his particular business. For that reason and for the reason also, perhaps, that the individual member fears installation of this system would put too much added cost on his accounting department, we have not succeeded in "selling" the idea. Some have installed the system; I think, however, not over half a dozen. Naturally with this small proportion of our membership using the system, an exchange of cost figures is impossible and would be impractical if it were possible. A majority of the mills must adopt the system if it is going to benefit the industry as a whole. Regardless of this feature, however, installation of this uniform cost accounting system should prove beneficial to the individual mill whether or not there is any exchange of cost figures between mills of similar production capacity.

I have had numerous inquiries and suggestions from members regarding cost figures, such as are involved in the manufacture of scratch feeds and the handling of grains generally for mixed feeds, that have by their very nature convinced me there is a very apparent necessity for some of our members revamping their cost accounting methods. In a word, the remedy as we see it is our uniform system of cost accounting. There are so many avenues thru which cost can be dissipated as well as hidden, that it is not at all surprising most mills show a loss somewhere along the line they have not yet succeeded in definitely establishing, or if in establishing for which they have found no remedy. We believe general adoption of our

uniform cost accounting system will go a long way toward correcting this condition.

Legislation.—During the past year bills were introduced in the legislatures of Arkansas and Tennessee, which we felt would have a decidedly adverse effect on the industry.

In at least two states, and there are doubtless others, that much of the money derived from the collection of feed taxes is diverted to state departments rather than the feed inspection department for which the tax originally was levied. To be specific, in both Tennessee and Mississippi only a very small part of the revenues from feeds found its way into the coffers of feed law enforcement officials. We believe that this is an iniquitous practice, especially in view of the fact that the department's finances are so curtailed as to make inspection activities ineffectual and a mockery.

Membership.—During the past year our membership, from a numerical standpoint, remained unchanged—losing two member mills and gaining two. The withdrawals were the Haynes Grain & Commission Co. and the Thibault Milling Co., both of Little Rock, Ark. New members were Ballard & Ballard, Louisville, Ky., and Gober's Great 8 Milling Co. of Jackson, Miss.

Uniform Sales Contract.—We have now reached the point where we can unqualifiedly consider the Ass'n's Uniform Sales Contract as much a part of the Southern Manufacturers' sales policy as his price list. More so, perhaps, because the latter is subject to change, whereas the uniform sales contract, I am pleased to report, has not been the target for any general unethical endeavors or sales abuse. The only instance of deviation from the expressed terms of our uniform sales contract, of any moment at all, was the result of a misunderstanding and was subsequently corrected in the interest of Association harmony. This one instance alone may be taken as indicative of the spirit of cooperation that actuates the general business conduct of our membership.

On the whole, we can consider the uniform sales contract an absolute success. Where would the Southern manufacturer be without this contract on the recent advancing market with a lot of feed sold for 6 months' delivery, guaranteed against decline, as was the case three years ago? I ask you that question. Certainly this one thing alone justifies continuance of the Ass'n as a medium for contract enforcement.

G. G. Keith, Nashville, was elected pres. to succeed John B. Edgar, Memphis. A. T. Pennington and W. A. Hall were chosen vice-pres. and treas., while the executive com'te selected is composed of L. R. Hawley, Memphis; C. B. Fretwell, Spartanburg, S. C.; G. J. Stone, Ft. Worth, Tex.; H. J. Schlafly, Jackson, Miss.; Frank Brewer, Louisville, Ky.; E. Wilkinson, Birmingham, Ala.; and J. B. Edgar, Memphis.

Feed Dealer's Good Advice to Poultrymen.

Feeding in the summer is a very important step on the route to profitable egg production next winter. This is likewise true whether applied to hens that are to be carried over for another year's production, or to growing stock.

Grains are the heat-forming portion of the ration. Nature provides much more heat in the summer, hence the hens should receive less grains in proportion to mash than in cooler or colder weather.

Some of the vitality and the mineral reserve of the hen's body has been depleted by the long season of production. Grains cannot restore these deficiencies, but they must be restored before maximum winter production will be reached. Only a proper egg mash will do it.

The young stock must have good bony frame development for long distance profitable production next season, and only a good growing mash will give it to them.

It takes only about eight pounds of growing mash to raise a pullet. The value of just a few extra eggs produced by reason of a superior growing mash makes it foolish to economize by feeding any other than the best growing mash obtainable.

Shade should not be neglected during the hot weather. If natural shade is not available, some sort of outdoor shelter should be provided which will allow free circulation of air for coolness and comfort. It is said the comfortable chicken is the profitable chicken.

New England Grain Dealers' Ass'n Organizing.

At the annual meeting of the Vermont Grain Dealers Ass'n held in July at Woodstock, Vt., the undersigned were elected a committee to confer with the Massachusetts Grain Dealers Ass'n relative to plans and procedure in forming a New England Ass'n.

On Sept. 21st your committee was invited to meet with the Massachusetts Grain Dealers at the City Club, Boston. Your full committee together with the President and Vice President of this association attended that meeting. After the general session a committee from the Massachusetts Ass'n and your committee met and formed a temporary organization to proceed with all preliminary work of creating a New England Grain Dealers' Ass'n. Group meetings of grain dealers will be held all over the New England States and dealers are especially urged to attend the meeting in their district and give such aid and advice in organizing the new ass'n.

Adelbert W. Braisted,
Dan M. Johnson,
W. T. Abell,
Committee.

Following are places and dates of meetings called for Vermont:

Oct. 24th—Hotel Putnam, Bennington, Vt.
Oct. 25th—Hotel Berwick, Rutland, Vt.
Oct. 26th—Hotel Vermont, Burlington, Vt.
Oct. 27th—Pavilion House, Montpelier, Vt.
Oct. 28th—Hotel Windham, Bellows Falls, Vt.

Supper will be served at 6:30. Each man pays for his own.

An increase in the duty on Argentine corn to 22½ cents is being urged. President Coolidge's support is being enlisted. Gov. Hammill of Iowa has petitioned all state governors to join in demanding 50 per cent.

Custom Feed Grinding.

Elevators in feeder territory and diversified farming sections are finding it profitable to do custom grinding, hence the installation of improved grinding mills of the latest design is moving steadily westward, as more and more feeders come to realize that it is far more profitable to feed ground than whole grains. Grinding permits accurate blending and mixing of grains and makes them more palatable and more easily digested. Accordingly the product is more completely assimilated by the animal.

One elevator operator a few miles north and west of Grand Island, Neb., remarks that his hammer custom grinding mill is his most profitable investment. It was installed little more than a year ago and has already come close to paying for itself in net proceeds.

Several elevators in the west end of the state are making plans to install larger mills in place of the ones their business has outgrown.

All up and down the North Platte Valley the custom grinding business is thriving, tho less grain is raised for shipping with each passing year.

An elevator at Torrington, Wyo., is preparing to install an Allis-Chalmers vertical grinder and if the business continues to thrive it will probably increase its grinding facilities.

The elevator at Chugwater, Wyo., speaks of its custom grinding business as being one of its most profitable sidelines, and it has a number of sidelines.

Charges for custom grinding vary. Usually it is by the hundred weight. The average is probably between 10 and 15 cents. In practically all districts it has proven profitable and an easily handled elevator activity.

Dealers should take advantage of their opportunities along this line wherever livestock is raised and help their farmer patrons to better feed and more profitable results.

Minnesota Experiment Station trials with feeding chicks grain and liquid sweet skimmilk and buttermilk show up better than sweet whole milk and sour skimmilk. In the feeding experiments 48-hour old chicks were started on a mixture of grain made up of two parts each of cracked corn and cracked wheat and one part of pin-head oatmeal by weight. Greens were supplied in excess. Whole milk gave somewhat the poorest results as to mortality and showed much higher costs, but the difference in costs and mortality between the buttermilk, sour skimmilk and sweet skimmilk, was scarcely perceptible. The losses during a six-week trial were 2.5 per cent in each of the groups supplied with sour skimmilk; 5 per cent in the group fed sweet whole milk, and buttermilk were fed. The cost of gain and no losses at all where sweet skimmed on chicks six weeks old was between 4 and 5 cents a pound except on birds fed sweet whole milk.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

HESS WARMING & VENTILATING CO.

1207 So. Western Ave.

CHICAGO

Hess Drier Company of Canada, Ltd.

Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba

Seeds

Sedalia, Mo.—The National Corn Show is to be held here Nov. 10-12.

Italy has just staged a successful national wheat exhibition, the first of its kind in that country.

Seed importations into Canada now total above three million dollars in value annually, according to estimates.

New York City—Stumpp & Walter Co. opened a retail outlet on Sept. 26. This wholesale field seed house handles all kindred side lines.

Ridgeland, Wis.—The Farmers Feed & Seed Co. has been incorporated with a capitalization of \$10,000 by W. F. Grover, J. C. Lentz and I. H. Baland.

When increase in yield is considered, good seed costs less per acre than ordinary seed. —H. M. Bainer, Director, Southwestern Wheat Improvement Ass'n.

San Francisco, Calif.—The mid-winter meeting of the directors of the Pacific States Seedsmen's Ass'n was held here Oct. 18. A stimulated membership drive will ensue.

Over 200 varieties of wheat, known by more than 800 different names, are now being grown in the United States.—H. M. Bainer, Director, Southwestern Wheat Improvement Ass'n.

Fort Collins, Colo.—The Colorado Seedsmen's Ass'n will meet here on Nov. 15-16, at the agricultural college. The Pure Seed Show will be in progress at that time at Colorado Springs.

Denver, Colo.—The capital stock of the Barteldes Seed Co., extensive wholesale field seed dealers, will probably be increased \$100,000 to \$600,000, should the stockholders act favorably upon the proposal.

Amherst, Mass.—The new state seed law authorized the establishment of a seed testing laboratory at the Massachusetts Agricultural College here. Miss Elizabeth F. Hopkins is in charge. She formerly was assistant analyst at the seed laboratory of the New York Agricultural Experiment Station located at Geneva, N. Y.

Imports of Forage Plant Seeds.

The Seed Laboratory of the Bureau of Plant Industry of the Department of Agriculture, reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act during the months of July, August and September of the two last years:

| | 1927. Pounds. | 1926. Pounds. |
|---------------------------------------|------------------|------------------|
| Alfalfa | 178,300 | 73,700 |
| Canada bluegrass | 16,700 | 5,100 |
| Alsike clover | 71,200 | 48,300 |
| Crimson clover | 1,015,000 | 2,321,800 |
| Red clover | 106,800 | 290,700 |
| White clover | 106,800 | 213,000 |
| Clover mixtures | 900 | ..... |
| Orchard grass | 121,000 | 133,200 |
| Rape | 1,104,900 | 1,022,600 |
| English ryegrass | 162,300 | 343,100 |
| Italian ryegrass | 119,900 | 183,600 |
| Timothy | 21,500 | ..... |
| Hairy vetch | 496,100 | 365,100 |
| Spring vetch | 317,400 | 19,800 |
| Annual meadow grass | 500 | ..... |
| Bentgrass | 107,100 | 25,400 |
| Biennial white flowered sweet clover | 521,300 | 300,700 |
| Biennial yellow flowered sweet clover | 38,200 | 24,400 |
| Canary grass | ..... | 1,100 |
| Carpet grass | 11,200 | ..... |
| Crested dog's tail | 27,800 | ..... |
| Chewings fescue | 609,400 | 396,200 |
| Other fescue | 66,400 | 76,700 |
| Lawn grass mixtures | ..... | 1,000 |
| Rhodes grass | 10,000 | ..... |
| Rough-stalked meadowgrass | 22,600 | 16,600 |
| Serradella | 3,000 | ..... |
| Tall oat grass | 1,000 | ..... |
| Wood meadow grass | 500 | ..... |

Toledo, O.—Harry Hirsch, of the seed house of Henry Hirsch & Sons, joined the ranks of married men on Oct. 1. On return of Henry Hirsch from abroad, the couple plan an extended honeymoon.

Treating seed wheat for smut may cost a few cents per acre for labor and material, but it will make dollars per acre in yield and quality.—H. M. Bainer, Director, Southwestern Wheat Improvement Ass'n.

Emmett, Ida.—A seed cleaner, a mill, and other machinery is to be installed by Arthur Saum and N. D. Vail, who recently formed the Farmers Feed & Seed Co. and purchased a suitable structure to house their business.

Lafayette, Ind.—Miss Regina B. Schulte replaces Miss Jane C. Kinsella in charge of the federal Branch Seed Laboratory here. Miss Kinsella has been in charge for seven years, and retires from this service to marry. Miss Schulte comes from headquarters in Washington, D. C.

Geneva, N. Y.—Prof. F. B. Morrison is now director of the state Agricultural Experiment Station, succeeding Dr. R. W. Thatcher, now president of the Massachusetts Agricultural College at Amherst. Prof. Morrison was formerly assistant director of the Wisconsin Agricultural Experiment Station located at Madison.

New members of the Farm Seed Ass'n of North America, elected at the recent autumn meeting of that organization, are: H. C. King & Sons, Inc., Battle Creek, Mich.; The Wm. Ewing Co., Ltd., Montreal, Que.; Sioux City Seed Co., Sioux City, Ia.; and the Griswold Seed & Nursery Co., Lincoln, Neb. The following resignations were at the same time accepted: C. E. Prunty Grain & Seed Corp., St. Louis, Mo.; Wm. A. Ward Seed Co., Sacramento, Cal.; and C. E. Depuy Co., Pontiac, Mich.

Toledo, O.—Red clover sharply higher this week. Weather markets always unsatisfactory to trade in. We have one now. Erratic markets always follow. The herd always travel one way. Short time ago they got in each other's way selling their stuff. Wet weather changed the scenery. Farmers concluded to hold on to what they have. Some of the threshing reports produced a lot of gloom. Sentiment, the great speculative factor, flopped to the bull side. Buying orders overlapped the selling and prices rushed up. Compared with the last few years domestic clover looks cheap, very cheap. This may be the big influence now to own it, and carries the market off its feet now and then. The glowing prospects we had early may have shrunk more or less. They always do. You can't produce a perfect crop. But don't overlook the big acreage compared with former seasons, and an effort will be made to save all possible. The results will show during the winter. Receipts here very disappointing.—J. F. Zahm & Co.

Clover Seed Disappears in the Night.

Stealing clover and other seed from elevators in the night has forced heavy loss on many elevator operators recently. At Tippecanoe, Ind., Urschel Brothers said that they shipped out \$4000 worth of seed that they had on hand after learning of so many losses among nearby elevators, as they did not care to go to the expense of a night watchman and did not care to have the risk of loss.

At Bremen, Ind., the Krause & Apfelbaum elevator was broken into one night and \$250 worth of sacked clover seed stolen and elevators at other points such as Rochester, Knox, Plymouth and Burk have all been visited by thieves recently. Clover seed at \$18.00 per bushel makes a pretty good haul. It would seem that the stealing might be done by some organized gang. Why not organize a force to catch them?

Conference on Seed Certification.

W. A. Wheeler, in charge of the Hay, Feed and Seed Division of the Bureau of Agricultural Economics of the U. S. Dept. of Agriculture, and G. C. Edler of the same division, held a conference at Chicago, Oct. 5, with those who had made application for the certified origin seed service and others interested in the new service.

Mr. Wheeler gave a recapitulation of the history of the movement, stating that "we are not verifying varieties. The variety name is to mean nothing. We are not verifying 'Grimm' alfalfa, but alfalfa as grown in a certain territory. We will use the name of alfalfa only and the year grown.

C. C. MASSIE, Minneapolis, Minn.: This is going to be an added expense.

C. D. BOYLES, Chicago, Ill.: We agree with Mr. Massie. We used to contract for flaxseed in a large way. We contracted with Billy Jones and we did not give a d—n if the whole neighborhood delivered on his contract.

MR. WHEELER: A "shipper" is a man who collects the seed from the farmers, one who is not bulking re-cleaned seed. A country "shipper" may verify the origin in place of a declaration by the grower which may be difficult to obtain when the seed is hauled to the elevator by the hired man.

MR. MASSIE: Where our own buyer verifies the origin he has in his possession the checks.

J. G. PEPPARD, JR., Kansas City, Mo.: I think the verification by our traveling buyer would be sufficient.

H. R. COURTEEN, Milwaukee, Wis.: An occasional farmer may credit seed as grown in Kansas when it grew 10 miles across the line in Nebraska.

MR. WHEELER: Some notation should be made that a certain man is the grower. If the traveling buyer does not know the farm he should have some form of declaration.

A. LEAL BIFFING, Syracuse, N. Y.: A country shipper in Kansas shipped a car of Kansas alfalfa seed to an eastern house. The seed was identified by two analysts and the buyer as Arizona seed. This would be a reflection on the Department due to the dependence on the statement of the country shipper.

MR. BOYLES: It is up to each man to buy his goods where they are backed up by the integrity of the man with whom he has been doing business for years. More Montana alfalfa seed has been sold than was ever grown. The man who does business with a shipper of bad reputation does so at his peril.

Mr. Brown, who is in charge of enforcement of Sec. 6 of the Seed Act, says he has no money to enforce the law. All our work to get Sec. 6 properly worded has gone for naught. Nothing has been done.

W. H. CROSSLAND, Milwaukee, Wis.: The discussion emphasizes the importance of securing the grower's declaration.

MR. BOYLES: The Albert Dickinson Co. would withdraw its application if we had to give Washington the name and address of every man from whom we bought seed. Instead we will list our customers with the Department as No. 1, No. 2, No. 3, etc., and we would keep the declaration on file in our office.

MR. WHEELER: I do not wish to announce in advance an approval of this keying method.

MR. BOYLES: I was probably the first person to put my foot down on it, to suggest a means whereby confidential information could be kept in our own office.

MR. EDLER: If the key method were used we would be unable to check on the country shippers and we would be verifying seed from shippers who were not co-operating with us.

MR. WHEELER: During the war we made seed surveys and the records are kept in our office at Washington under lock and key.

MR. BOYLES: How many employes has the Department of Agriculture in Washington?

F. J. HUGHES, Washington, D. C., business manager of the Bureau of Agricultural Economics: 9,000.

MR. BOYLES: We all know that the human element exists. I went to a cafe in Washington and saw the employe of my competitor dancing with the stenographer of one of the officials in the Department. This man had the entree of the Department of Agriculture. That fellow is very busy in Washington.

Part of the time during the war I was in the government secret service. We worked day and night to keep the enemy from getting information, yet they did.

W. H. CROSSLAND: Is there anything we can do to call the attention of the authorities to the need of money for the certified origin work? It seems to me a com'te of three men applying for the service could confer with you with regard to obtaining an appropriation for this work for the coming year. C. C. Massie, Homer Flanigan and Robert McCullough were suggested.

MR. MASSIE: It is a blooming shame to make these records at Washington and pile up the expense. If our own records are in proper form that should be sufficient. The place to examine a bank is in the bank.

CHESTER H. GRAY, American Farm Bureau Federation, Washington: To avoid misleading farmers I suggest that the words "Verified" and "Identity" be cut out of the certificate, leaving it only a certificate of origin.

MR. EDLER distributed copies of the certificate (shown herewith).

Verified-Origin Seed Certificate

Issued by Authority of the

United States Department of Agriculture

This is to certify that the lot of seed of which this is a part has been verified as to origin and identity by a Federal Seed Inspector and that the facts stated below are in conformity with those given on the certificate or certificates issued by him, as shown by our records.

Kind of seed.....Lot No.....
Where grown.....
Name of firm.....Address.....

Among those in attendance were: B. Ackerman, Lima, O.; Richard Burn, Mitchell, S. D.; C. D. Boyles, Chicago, Ill.; W. R. Billing, Buffalo, N. Y.; W. H. Crossland of Kellogg Seed Co., Milwaukee, Wis.; H. R. Courteen of the Courteen Seed Co., Milwaukee, Wis.; Peter P. Carr, Madison, Wis.; W. A. Duncan, Blackfoot, Idaho; Guy F. Davis, Lebanon, Ind.; L. S. Edgecombe, Buffalo, N. Y.; Wm. Ewing, Montreal, Que.; A. H. Flanigan, Crawfordsville, Ind.; A. O. Hogg, Toronto, Ont.; J. N. Hammer, Syracuse, N. Y.; F. W. Kellogg, Kellogg Seed Co., Milwaukee, Wis.; J. B. Lavelle, Winona, Minn.; C. C. Massie, Northrup, King & Co., Minneapolis, Minn.; Fred W. Mangelsdorf, Atchison, Kan.; H. H. Miller, Bloomington, Ill.; R. S. McCullough of the J. M. McCullough's Sons Co., Cincinnati, O.; H. Trimble McCullough, Cincinnati, O.; E. F. Mangelsdorf of Ed. F. Mangelsdorf & Bro., St. Louis, Mo.; B. Michael, Sioux City, Ia.; D. A. Parker, Jackson, Mich.; Howard S. Patrick of Rudy-Patrick Seed Co., Kansas City, Mo.; J. G. Peppard, Jr., of J. G. Peppard Seed Co., Kansas City, Mo.; F. G. Ricketts, Springfield, Mo.; Chas. Ross, Louisville, Ky.; R. G. Scarlett, Baltimore, Md.; T. M. Scott, sec'y Cornell Seed Co., St. Louis, Mo.; J. J. Sones, Indianapolis, Ind.; B. F. Sheehan, Salt Lake City, Utah; R. C. Steels, Toronto, Ont.; R. S. Sheldon, Toledo, O.; E. L. Townsend, Buffalo, N. Y.; Hugo Tweeles of L. Tweeles Seed Co., Milwaukee, Wis.; M. A. Wilk, Fargo, N. D.; James Wilson, Paris, Ky.; H. G. Windheim, Paris, Ky.; O. T. Watts, Louisville, Ky.; Thos. Whittet, Richmond, Va.

Trimming carloads of grain before shipping them to market may result in a bit better price. An overloaded or untrimmed car is a drug on the market. "Too heavily loaded to obtain representative sample," results in delays in grades and returns, for which only the shipper is responsible.

Provisions Governing the Verification of Origin and Identity of Seeds.

Pursuant to the authority contained in regulation 7, section 1, paragraph 2, of service and regulatory announcements No. 93 of the United States Dept. of Agri., as amended August 10, 1927, the following provisions governing the verification of origin and identity of seeds will be in effect on and after Sept. 1, 1927, unless amended or superseded by instructions issued in lieu thereof.

Authorization to Issue Verified-Origin Seed Certificates.

Verified-origin seed certificates may be issued as follows:

1. By authorized seed inspectors. Any authorized seed inspector may attach or supervise the attaching of verified-origin seed certificates to bags or other containers of seeds, the origin and identity of which have been verified by himself or by another authorized inspector.

2. By authorized vendors of inspected seeds. Vendors of inspected seeds, after having their methods of handling seed stocks and records examined and approved by an authorized inspector for the purpose of seed verification, may be authorized by the Chief of the Bureau to issue verified-origin seed certificates on officially-inspected seeds provided they: (a) Declare their intention and willingness to conform to the letter and spirit of these instructions and to such other instructions as may be subsequently issued relating thereto; (b) agree to keep such seed-stock records and samples as are necessary to protect the origin and identity of verified-origin seeds and to make these records, seed stocks and samples available for inspection by a seed inspector upon request; (c) agree to provide verified-origin seed certificates without cost to the government, and to keep records of and to furnish such information regarding their use as may be requested; (d) agree to pay such fees covering investigation of original application for authorization to issue verified-origin seed certificates, such fees for certificates issued by an inspector or authorized vendor of inspected seeds, and such fees and charges for other services in connection therewith as shall be approved by the Secretary of Agriculture; and (e) agree, in merchandising inspected seeds, to use such certificates and the privilege of issuing them solely for such purposes as may be considered proper, ethical and legal.

Kinds of Certificates.

There shall be two kinds of certificates issued in the Seed Verification Service as follows:

1. Inspection certificate. A certificate of the class, origin, and identity of the seed, issued by an official seed inspector.

2. Verified-origin seed certificate. A certificate (attached to or accompanying a lot of inspected seeds) issued by an official seed inspector or by an authorized vendor of inspected seeds certifying to the fact that an inspection certificate or certificates covering such lot of seed have been previously issued, and giving information as to the kind of seed, where grown, and lot number in conformity with the information on the inspection certificate or certificates.

A verified-origin seed certificate shall contain the following information, which has been attested to in an inspection certificate or certificates.

1. Class of seed as to kind. The generally recognized common name of the kind of seed shall be stated as, alfalfa, red clover, alsike clover, etc.

2. Class of seed as to where grown. The state or country where grown shall be given; Provided (a) That if seed produced in two or more states or countries is bulked, the approximate percentage from each state or country shall be given or (b) That any supplemental statement, authenticated by records, describing the particular locality of production, which is not inconsistent with the primary statement regarding state or country of origin, may also be given.

3. The lot number. The number of the lot given shall be the serial number which definitely identifies the seed covered by the certificate with the records of the vendor issuing the certificates. All seeds covered by certificates, tags, or labels bearing the same lot number shall be identical in all respects. An additional number, in parentheses and following the lot number, to further identify the lot as being of a particular origin, variety, etc., may also be given.

Proper Assurances of Origin.

A seed inspector may accept as proper assurance of origin of seeds on which to base an inspection certificate, any of the following documents:

A. For domestic seed:

1. A certificate of origin and identity from a duly authorized official of a state or other duly recognized seed certifying agency.

2. A declaration of the grower of the seed giving, in approved form, kind of seed, identi-

fication of lot, year grown, where stored or shipped, and any other pertinent information.

3. A declaration of the shipper of the seed giving, in approved form, the summarized information obtained from the grower for each lot of seeds included in a shipment.

B. For imported seed:

1. For alfalfa and red clover seeds which have been permitted entry and stained under the Federal Seed Act, the following evidence of origin as provided for in regulation 11 of the Regulations promulgated under the Act in July, 1926, will be accepted: (a) A certificate from a properly authorized official of the foreign country in which the seed was grown to the effect that the seed was grown in that country; (b) a declaration of the foreign shipper stating the country in which the seed was grown; or (c) any other documents to show country of origin acceptable under the Federal Seed Act.

2. For other kinds of field seeds permitted entry under the Federal Seed Act from countries operating under a reciprocal arrangement with the United States Department of Agriculture, a certificate from an authorized inspector to the effect that the seed was grown in that country will be accepted.

Applications by seed vendors for authorization to issue verified-origin seed certificates for any fiscal year ending June 30 must be received by the Chief of the Bureau not later than September 1 of the same fiscal year: PROVIDED, That for good and sufficient reason the Chief of Bureau, at his discretion, may accept applications received after September 1.

Withdrawal of Authorization. Any vendor of inspected seeds authorized to issue verified-origin seed certificates or any other person who makes improper, unethical, deceptive, fraudulent, illegal, or unauthorized use of original inspection certificates or verified-origin seed certificates, or of the U. S. Seed Verification Service may be denied further benefits or use of the official inspection service and further privileges or authority to issue verified-origin seed certificates or to represent on tags, labels, invoices, letter-heads, or elsewhere that he has any authority to issue verified-origin seed certificates, and may be subjected to any other appropriate action.

"India as an Exporter of Wheat," an ambitious brochure by the Food Research Institute, Stanford University, is criticised by the Corn Trade News as generalizing conclusions without sufficient knowledge of the varying conditions in the different provinces of that vast country, stating that "a little knowledge is a dangerous thing" is a phrase particularly applicable East of Suez.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.
Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Supreme Court Decisions

No Counterclaim Against Demurrage Charges.—In action by carrier for demurrage charges, counterclaim to recover damages, alleged to have been sustained by carrier's failure to deliver cars within reasonable time after receiving shipment, cannot be interposed by shipper, in view of Rev. St. 1919, §§ 10442, 10443, prohibiting unjust discrimination and unreasonable preference between intrastate shippers.—*St. Louis & San Francisco Ry. Co. v. Morgan, Springfield Court of Appeals, Missouri.* 297 S. W. 716.

Surety's Liability on Storage Tickets.—Only those storage tickets containing a contract differing from the prescribed contract are declared by statute to be inadmissible in evidence. The surety, having made itself responsible for the performance by the warehouseman of all duties imposed upon him by statute, cannot avoid liability on the ground that he failed to issue the prescribed storage ticket.—*Anderson v. Krueger, Indemnity Insurance Co., Intervener. Supreme Court of Minnesota.* 212 N. W. 198.

Warehouseman's Bond.—It must be conclusively presumed that bond of warehouse company organized under Crawford & Moses' Dig. § 10404 et seq., executed under § 10411, and specifying no particular term, was limited to one year for which certificate of qualification of its managing employee was granted, under § 10420, and sureties were not liable for value of cotton in warehouse when bond expired which was afterwards lost or misappropriated.—*Bolen v. Farmers Bonded Warehouse. Supreme Court of Arkansas.* 291 S. W. 62.

Sale by Sample.—In the absence of an agreement to the contrary, in a sale by sample, whether the goods tendered correspond in quality to the sample shown is to be determined at the place of sale or point of shipment. Where goods are sold by sample and are to be delivered at the shipping point and to be inspected there, an inspection of the goods may be made at the destination, but its only effect is to determine the condition of the goods at the shipping point.—*Adkins-Polk Co. v. John Barkley & Co. Court of Civil Appeals of Texas.* 297 S. W. 756.

Commission Can Not Compel Shippers to Pack Inflammable Liquids Any Particular Way.—Regulation by Interstate Commerce Commission relative to shipping carbon bisulphide in metal cans of not less than 28-gauge, being unauthorized under Act March 4, 1909 (Comp. St. §§ 10402-10415), and act June 18, 1910, § 12 (36 Stat. 551), imposed no duty on shippers, and violation thereof by shipper does not constitute negligence as matter of law, or evidence of negligence.—*W. A. Hover & Co. v. Denver & R. G. W. R. Co. U. S. Circuit Court of Appeals.* 17 Fed. (2d) 881.

Cutting Elevation Charge Unlawful.—Defendant, a corporation owning grain elevator at Buffalo, elevated grain from Lake boats and loaded it into railroad cars for shipment to consignees. For this service it was paid one cent per bushel by the railroad companies. One-half of the amount so collected defendant refunded to shippers or consignees, pursuant to prior arrangement and without knowledge of the railroad company. Held, defendant, though neither a carrier nor shipper, was guilty of violating Elkins Act, § 1, as amended by Hepburn Act, § 2 (Comp. St. § 8597), prohibiting any person or corporation from giving any rebate, concession, or discrimination in respect to the transportation of any property in interstate commerce.—*Spencer Kellogg & Sons, Inc. v. United States. U. S. Circuit Court of Appeals.* 20 Fed. (2d) 459.

Seed Not Warranted.—In action by purchaser of seed for damages through sale of wrong kind of seed, finding that seller expressly refused to warrant seed precluded implied warranty that seed sold was of variety desired, regardless of fact that purchase was made on understanding that seed was not of objectionable variety. Seller's refusal of express warranty shows intention that buyer shall take risk of goods. In order to recover on warranty of thing sold, there must be affirmation of fact by seller with reference thereto and intention on his part that such affirmation shall constitute warranty.—*Couls. v. Sperry Flour Co. District Court of Appeal, California.* 259 Pac. 108.

Priority of Crop Liens.—Lien of improver of personal property for threshing, sacking and hauling rice crop, under Civ. Code, § 3051, held to take precedence over pre-existing chattel mortgage of landlord thereon, in action by such lienholder against warehouseman for conversion for delivering rice in violation of agreement to mortgagee, who intervened. In conversion action against warehouseman for misdelivery by one having lien on rice for improvement, under Civ. Code, § 3051, lien held not waived by lienholder's agreement giving receiver an option either to take crop and pay lienholder or to have warehouse receipts issued to him; receiver never having elected to take rice and pay threshing charges.—*Kier Singh Doot v. Skirring Warehouse Co. Supreme Court of California.* 259 Pac. 81.

Negligence Makes Food Manufacturer Liable to Consumer.—Manufacturer of food-stuffs, selling goods to distributors in sealed packages, and holding out contents of packages as being fit for human consumption, would be ultimately liable to consumer of goods, notwithstanding absence of privity of contract, since distributor by contract would be liable to consumer, and would then have right to recover against manufacturer. Evidence held to sustain burden on plaintiff of proving defendant's negligence in bottling milk, sold to dispenser of milk and purchased from dispenser by plaintiff, in that mouse, taken into plaintiff's mouth when she drank milk, was in bottle when it was filled by defendant and delivered to dispenser.—*Ritchie v. Sheffield Farms Co. Municipal Court of the City of New York.* 222 N. Y. Supp. 724.

No Reparation Based on Commission's Own Motion Findings.—Report of Interstate Commerce Commission, after investigation on its own motion, finding that present rates of certain commodities would in future be unjust and unreasonable, held not definite adjudication that as of that date rates were unjust and unreasonable, so as to authorize action for recovery of charges between such time and date order was made effective, in view of Interstate Commerce Act, § 15, par 1, as amended by Act Feb. 28, 1920, § 418 (Comp. St. § 8583), and requiring Commission to make order changing rates, and in view of section 13, par 2, as amended by Act Feb. 28, 1920, § 416 (Comp. St. § 8581), forbidding Commission in proceedings on its own motion to enter orders for payment of money.—*Jeanneret v. C., B. & Q. R. Co. U. S. Circuit Court of Appeals.* 17 Fed. (2d) 978.

Settlement When Unable to Buy In.

S. T. Beveridge & Co., of Richmond, Va., plaintiffs, v. W. H. English & Son, of Franklin, Tenn., defendants, before Arbitration Com'te No. 3 of the Grain Dealers National Ass'n, composed of F. J. Schonhart, G. Ellsworth Meech and O. P. Hall.

Plaintiffs bought from the defendants a car to contain 2,500 bushels of a certain type of oats. Subsequently the defendants were unable to deliver within contract time. The plaintiffs show by evidence they were able to replace only 1,500 bushels at a price of 5½ cents over the original contract cost.

This com'te contends that where a contract for a special type of grain is defaulted and the buyer in replacing cannot secure the contract amount because a special type is required, consideration must be given to the needs and loss of profits of the buyer. In this case this com'te is of the opinion the plaintiffs are entitled to recover for the contract quantity and therefore finds for the plaintiffs in the amount of \$137.50 and assesses the cost of this arbitration against the defendants.

Shipper's Weights and Grades Mean Just That.

The McCaull-Dinsmore Co., Minneapolis, Minn., plaintiff, v. Henry Rang & Co., Sioux City, Ia., defendants, before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, composed of Frank G. Coe, Frank B. Bell and H. W. Reimann.

Plaintiff bought from the defendants one car 60-capacity No. 4 yellow corn at 61 cents track Monroe, South Dakota, shippers weights and grades, as is evidenced by original telegram of acceptance signed by the defendants and confirmation of same date signed by the plaintiff. Against this contract the defendants shipped car of corn No. 18758 from Monroe, within contract time, and according to their statements attached proper documents to their draft covering weight and inspection, which is not denied by the plaintiff. On arrival at destination the plaintiff rejected the car claiming it was not No. 4 yellow corn and sent a sample to Minneapolis for inspection there, but as this was an intrastate shipment and sold on shippers weights and grades we do not consider that this action has any bearing on the case.

The Com'te denies the contention of the plaintiff and assesses the cost of arbitration against them.

No Rejection on Private Inspection.

Wood Bros., Cooperstown, N. Y., plaintiffs, v. E. T. Cusenbolder & Co., Sidney, O., defendants, before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, composed of Frank G. Coe, H. W. Reimann and Bert Dow.

On Aug. 14, 1926, the defendants sold to the plaintiffs on car of fresh shelled No. 2 yellow corn at 96 cents basis Philadelphia rate for prompt shipment, subject to arrival draft. They shipped on this sale car F. R. R. 572346 from Eldorado, Ohio, on August 17. Car arrived at Cooperstown on Aug. 23. The plaintiffs paid the draft on Aug. 24 and started to unload the car on Aug. 25, taking out about two hundred bushels. On that afternoon the plaintiffs wired the defendants as follows: "Car corn arrived hot in mouldy condition, refused, wire disposition." Numerous telegrams were exchanged but the plaintiffs positively refused to accept the corn.

While they produced the statements of their agents and others that the corn was in heating condition, they apparently did not make any effort to obtain an official inspection, as provided in the government regulations, and the defendants finally ordered the car forwarded to New York City where it arrived and was officially inspected on Sept. 1 as No. 3 yellow corn, 53.6 pounds, 5 per cent damage, 13.7 per cent moisture. This proves conclusively that this corn could not have been hot or mouldy at Cooperstown but must have been at least on the very line of No. 2 yellow corn, as the only condition which made it No. 3 yellow was one per cent excess damage.

The corn was contained in a tight steel box car and at that season of the year the atmospheric heat may have misled the plaintiff's agent into thinking the corn was in heating condition but as the only official disinterested evidence before us is the inspection at New York City we can only conclude that the corn was not in condition claimed by the plaintiffs and upon which sole ground they refused the car. The defendants sold out the car to establish a loss but allowed the plaintiffs 2½ cents a bushel for the difference in grading. The plaintiffs claim an additional amount of \$301.30 on the basis that they were within their rights in rejecting the car entirely.

The Com'te decline to allow this claim and assesses the cost of arbitration against the plaintiffs.

Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33⅓% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

Grain Carriers

Midland, Ont.—The Canadian Pacific plan to extend their lines to this town in the very near future.

Crookston, Minn.—The Northwest Regional Shippers Advisory Board has scheduled a meeting here on Oct. 25.

Duluth, Minn.—There has been little chartering of grain vessels for immediate loading and dispatch to the east, boat tonnage requirements being covered in advance.

Montreal, Que.—In 1926 twenty-seven percent of the total exports of this port originated in the United States. Excluding grain and flour, twenty-nine percent of the exports originated in the U. S.

The box car surplus decreased from 80,305 on Sept. 23 to 74,126 on Sept. 30. Loading of grain and grain products increased 2,368 over a year ago and 6,599 over two years ago, to a total of 49,902 cars the week ending Oct. 8, as reported by the American Ry. Ass'n Oct. 20.

Public ownership and operation of public utilities was declared to be against the best interests of the general public in a majority com'mite report submitted at the annual convention of the National Ass'n of Railroad and Utility Commissioners held in Dallas, Tex., the past week.

In compliance with rulings in I. C. C. Docket 15037, carriers have issued a new tariff on wheat and flour rates from Kansas City and Minneapolis to C. F. A. territory, effective Nov. 15. Alleged discriminations against Southwestern mills are purported to be removed in the new schedules.

Chicago, Ill.—A conference of the Advisory Board of the Mississippi Warrior Barge Line was of late called by shipping interests who urged more extensive facilities and service and larger capitalization. Up to 10 percent increase in the volume of grain products shipped is anticipated during the last quarter of this year.

Calgary, Alta.—The railroads of Canada have cut their export freight rate on wheat via Vancouver and Prince Rupert, B. C., from 3 cents to 1 cent, in accordance with rulings of the Dominion Board of Railway Commissioners. No wheat seems to be going east out of Alberta, despite the recent drastic reduction made in the rate.

The Canadian Soo Locks will be kept open to navigation until Dec. 14, according to recent announcement. This unusual activity is prompted by the necessity of moving the tremendous stocks of grain coming from the head of the lakes. There is well over fifty million bushels of grain in storage at the present time at Port Arthur and Fort William.

In the case of the St. Louis & O'Fallon Railroad Co., in which plaintiffs asked that the "present investment" valuation fixed by the Interstate Commerce Commission be set aside and a "replacement" valuation ordered as the basis for making rates, the federal court ruled against the road. A contrary decision would have given all railroads in this country a basis for greatly increased rates.

Wichita, Kan.—The proposed increased grain and grain products rates over the Santa Fe, Missouri Pacific and Rock Island have been definitely denied by the Interstate Commerce Commission. The increase was to cover grain from Colorado, Nebraska and Kansas points to Wichita and Kansas City, as set forth in I. & S. 2813, the purpose being to offset balance tariffs published by the Orient and Midland Valley railroads on grain and grain products to the Gulf for export.

The Niagara Frontier Industrial Traffic League has taken up the drive for better harbor facilities for Buffalo and adjoining cities within the Buffalo switching district. Statistics gathered indicate that over fifty million dollars has been invested in waterfront industries within the past three years. More money being constantly attracted emphasizes the absolute necessity of harbor facilities with the utmost dispatch.

Ogden, Utah.—The traffic interests associated with the Ogden Grain Exchange met here on Oct. 20 to outline and develop their grain rate case to be presented to the Interstate Commerce Commission at its Pacific Coast hearing on Docket 17000, the national grain and grain products rate adjustment being conducted in compliance with the Hoch-Smith resolution. Shippers and millers from the entire Rocky Mountain and western territory were represented.

Investigation of the effect of recent grain rate reductions on Canadian railways is to be demanded of the Interstate Commerce Commission by members of the Kansas delegation in Congress in December. Removal of alleged 10 cents a bushel discrimination against Kansas wheat producers shall also be asked, to the ultimate end of obtaining action requiring readjustment of rates on export grain on a basis that will enable the Kansas farmer to compete with the Canadian farmer.

Minneapolis, Minn.—The hearing being conducted here since Sept. 15 by the Interstate Commerce Commission on Docket 17000, grain and grain products rate adjustment thruout the entire country, is expected to continue into the first week of November. This was a continuation of the hearing held in Wichita last summer and in Dallas, Tex., beginning May 9. Shortly following the Minneapolis hearing, another will be held on the Pacific Coast. A decision on this important rate structure case is not expected before Spring.

Norfolk, Va.—Grain, feed and flour rates into the Carolinas and farther South, scheduled to become effective Jan. 1, 1928, are being vigorously opposed by the Norfolk Grain & Feed Dealers Ass'n. Under the new rates all L. C. L. commodity rates in the South are to be cancelled, all ratings in the Southern Classification will be raised to the official classification levels, and the Virginia-Carolina class scale rates will be boosted. Norfolk will be the hardest hit point in the South, due to the fact that they get no reduction at all to offset their increases. Other Southern cities, such as Atlanta, will get material reductions in their rates from C. F. A. territory, which will offset the increases in their local rates, but rates from C. F. A. territory to Norfolk will not be affected at all in this case. If the present proposal of the carriers goes into effect, it means the death knell of the jobber in Norfolk.

Washington, D. C.—The old board of trustees of the Merchant Fleet Corporation, a federal government institution, has passed out of existence, however the six officers thereof, who with General A. C. Dalton made up that board, will continue to function as heretofore. Thereby the United States Shipping Board becomes the governing body of the Fleet Corp. in place of the old board of trustees, with Chairman T. V. O'Connor taking over the powers and title of General Dalton, former chairman of the board and president of the corporation, and now the vice-president and general manager with the same power as heretofore. Other recent changes include the transfer of B. Y. Martin, former ass't manager of the adjustment division at Washington, D. C., to Baltimore, Md., as district traffic manager, succeeding J. G. Tompkins, now in charge of the European and Mediterranean trades division in Washington, D. C.

Seattle, Wash.—A hearing before the I. C. C. is scheduled for January on the reopened export wheat rates from Montana to North Pacific ports. Wheat differentials to this section were attacked recently at the Minneapolis hearing on Docket 17000.

Grand Forks, No. Dak.—North Dakota is seeking a grain freight rate adjustment which will permit her to mill most of her wheat and sell the flour as a distinctive North Dakota product, according to testimony to Gov. A. G. Sorlie before the I. C. C. at a hearing in Minneapolis. He urged the Commission to establish free milling-in-transit rates for Grand Forks and other North Dakota cities where there are flour mills.—P. J. P.

I. C. C. Activities.

In 16230, Ogden Grain Exchange v. Arizona Eastern, the Commission has modified its report to permit coarse grain rates from points in Idaho, Montana, Utah, Oregon, Colorado and Wyoming to north Pacific coast terminals and to California and Arizona no higher than the contemporaneous rates prescribed in the original report.

Minnesota Has Heavy Grain Movement.

Minneapolis terminals received 28,162 cars of grain during September, as compared with 15,771 cars for September, 1926, a gain of 12,392 cars, according to the report of the Chamber of Commerce. All classes of grain showed increases, with the exception of corn, which fell from 904 cars for September, 1926, to 559 for the same month this year.

Combined reports from Minneapolis and Duluth indicate nearly 60,000 cars of grain were received at the two terminals, believed to be a new high record for any September. More than 34,000 cars were received at the Lake Superior port. The Inland Waterways Corporation handled 90,000 bus. of wheat for export during the month. There are now three fleets operating on the river and the grain tonnage carried on water bottoms from Minneapolis is expected to treble during October.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.

Safeguarding the Known Causes of Fires.

Insurance companies have harped on the subject of fire hazards so much that it is doubtful if an elevator man exists who is not quite thoroughly familiar with the conventional points about his elevator where a fire might start. One elevator builder, however, tells a tale that is worth repeating.

A certain Nebraska elevator operator smelled smoke when he made his evening rounds preparatory to locking up for the night. He conducted a thorough examination but was unable to locate the source. Finally he classified it as some weeds or leaves being burned in the neighborhood and closed the house for the night.

The next morning he came to the elevator to find the cupola in flames. Not all in flames. Just part of it. Hard work with the water barrel put out the fire.

Because the damage had not been more extensive and because the house was closed tight preventing a development of a strong draft to fan the flames, it was possible for him to find the source. Just one nail had come loose in what was otherwise well-fastened iron siding on the railroad side of the house. A locomotive spark had lodged in the small gap under the siding and a gentle breeze from just the right direction kept it alive. It fed on the cribbing and burned upward to the cupola, where the elevator man was fortunate enough to put it out.

In view of the fires started by wet oats in Illinois, a few dealers have expressed fear of handling wet wheat. They keep it in the house absolutely no longer than necessary to avoid the danger of spontaneous combustion. We have no proven records of wet wheat starting a fire, but elevator operators know it gets very hot, hence they should be on guard against the possibility of its starting a fire.

A large number of the old houses, particularly where operated by the old-fashioned gas engines, are fitted with a multiplicity of plain bearings. These, left unattended, cause trouble when a heavy grain movement comes. Such bearings are classed among the greatest hazards about an elevator.

Elevator builders are doing much to correct this hazard and are proving an active influence in the education of the operators. Electric motors are replacing gas engines as rapidly as power lines are extended and the development of the fully inclosed, self-ventilating motor has made possible the use of head-drive arrangements for the elimination of many of the old bearings. Builders further improve on this by using self-aligning ball or roller bearings on the head shaft and often in the boot. These eliminate frequent oiling and cut down oil and power costs.

The up-to-the-minute elevator operator uses every available means of avoiding fire hazards. He finds the builders and insurance companies

willing to work with him to accomplish this end.

Insurance Notes.

The fiftieth anniversary of the Millers' Mutual Fire Insurance Ass'n of Illinois was celebrated on Oct. 18 at Alton, Ill.

Hot Boxes.

Every time a train pulls into a railroad yard one or two car inspectors, more familiarly known in the railroad parlance as car "knockers," carefully go over the entire train for possible defects. Among their duties is the examination of the wheel bearings that each may be kept well protected with greasy waste. This is to prevent hot-boxes, which may delay the movement of a car or even a train and cause loss to the transporting company. Practically every car is inspected several times during the course of each trip.

There are plenty of plain bearings in most elevators. In the course of frequent use, particularly if neglected, they may become hot and start a fire. Insurance companies fear them. How often are the bearings in your elevator inspected?

Burning of Another Concrete Elevator.

The burning of A. T. Peterson's wood elevator at Malta, Ill., Sept. 27, 1 a. m., and badly damaging the adjoining concrete elevator emphasizes the danger of placing entirely too much reliance in reinforced concrete for protection against fire.

Mr. Peterson's wood elevator was connected to the concrete house by a frame driveway extending the full width of the two elevators. The large opening from the work floor of the concrete tanks to the driveway was unprotected so the fire quickly ate its way into the concrete house, ruining the electrical control machinery, the manlift, and damaged the metal leg casing and the concrete walls.

The concrete on the outside of the tanks next to the wood elevator scaled off in spots and many cracks developed. Some cracks were only superficial, but some extended clear thru the concrete walls. The metal windows on the side above the driveway roof were ruined and the glass in other windows was broken.

The oats in the bins on the side next to the wood elevator were damaged.

A fire door in the opening to the driveway would have reduced the amount of damage done to the concrete elevator. It is estimated that it will take approximately \$2,000 to repair the damage to the concrete elevator.

At the time of the fire the concrete house contained about 10,000 bus. of oats and 10,000 bus. of corn. All damage to concrete elevator is being repaired and a feed mill will be erected to be operated in conjunction with the concrete elevator. Cause of fire unknown.

Hazard of Handling Wet Wheat.

Many dealers in western Nebraska experienced difficulties this year closely approximating those experienced by Michigan dealers in the season of 1926, except that they experienced them on a larger scale. A year ago the Michigan dealers bot in a wet harvest season and took in great quantities of wet wheat which was heavily discounted in the terminal markets. Many of them passed the season with little or no profit as a consequence of their anxiety to obtain grain.

A rainy season developed in Western Nebraska and Northeastern Colorado this year concurrently with the combining of most of the huge wheat crop. Each breaking of sunshine was followed with immediate efforts on the part of producers to get into their fields, then by another rain. The harvested grain was tough and high in moisture content. But the producers had no place to bin it and wouldn't have binned it if they had. Some dealers tried to discount it, some didn't. Losses followed.

Farmers tried to contrive ways and means of beating the grain dealers on their wet grain. One farmer a few miles from the Wyoming line harvested all his wheat in the rainy period and disposed of every bushel, tho the elevators were earnestly striving to turn down wet grain. Later he told how he did it. A huge truck load was sent each day to the local elevator which would permit that one truck load to be dumped with the admonition that no more would be accepted. The next truck load went to the competing elevator and was handled in the same way. Following truck loads were delivered to competing elevators in surrounding towns on the same basis. By the time all available elevators had been visited the truck could return again to the first local elevator. The farmer was thru harvesting before any of his neighbors and expressed considerable pride over his feat.

An elevator manager expressed the belief that a certain fire occurring at the height of the season was caused by wet wheat starting spontaneous combustion. Tho he had no means of proving his belief, he knew that wet wheat would get very hot.

Cases are on record wherein wet oats set elevators afire. It is by no means extreme to believe the same might be occasioned by wet wheat.

Wet grain of any kind will heat and go out of condition. It may do more damage. It behooves every elevator operator to take every precaution against loss from this source. The best way is to refuse to accept wet grain.

U. S. grades for milled, brown, and rough rice promulgated by Sec'y Jardine, became effective Sept. 15.

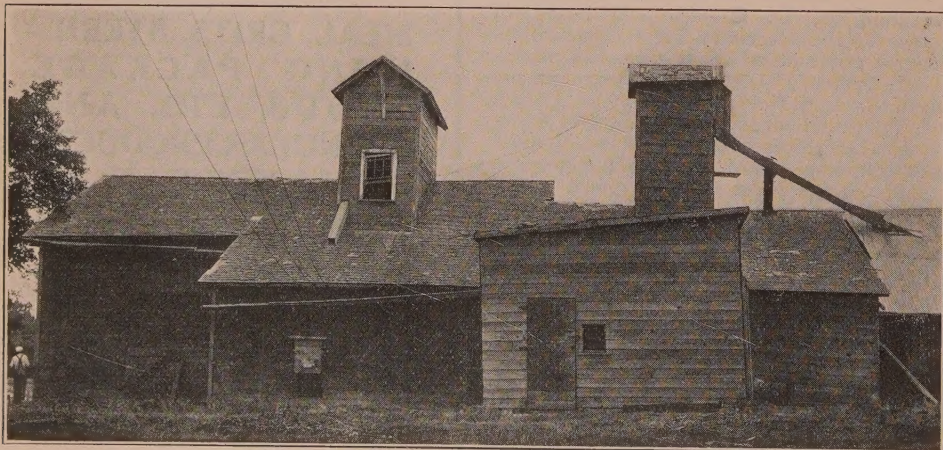
The Changing Times.

Observe closely the illustration of the old-time flat warehouse which was converted into an elevator. It reminds us of the tumble down shack in Athlone or wherever the place is that the song writers weep about. Only this is a grain elevator, which at one time handled a large volume of grain.

This photo shows what happens to a prosperous elevator when changing conditions destroy its business. At one time Moville, Ia., was an active grain shipping point. With the development of the stock yards at Sioux City it turned to feeding. While the land is still a continuous patchwork of corn and oats and meadows, all its products go into the devouring craws of beef and dairy cattle and hogs.

So for several years this elevator has fallen easy prey to deterioration. Parts of it are used occasionally, but its business does not warrant keeping it in good repair.

Some day some careless tramp will drop a match with one end burning and this remnant of former greatness will be turned to ashes.



Old Time Grain Warehouses at Moville, Ia., which were Equipped with Legs Long Ago.



After Twenty-Five Years

Winters may not be what they once were but they are still cold enough to freeze water. Make sure your water barrels are filled with non-freezing solution before winter begins. Write us for information and be prepared for cold weather.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
INDIANAPOLIS, IND.

J. J. Fitzgerald
Secretary-Treasurer
Indianapolis, Ind

C. R. McCotter
Western Mgr. and Asst. Secy.
Omaha, Nebraska

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

1902 --- A Quarter of a Century --- 1927

of dependable insurance for grain men.
We write Fire and Tornado Insurance covering Grain Elevators and Contents, also Residence and Mercantile property.
NEARLY HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 25 YEARS

**TRI-STATE MUTUAL
GRAIN DEALERS FIRE INSURANCE CO.**
LIVERNE, MINN.

E. A. BROWN, President E. H. MORELAND, Secretary
W. J. SHANARD, Vice President W. Z. SHARP, Treasurer

FRICITION

Caused 39% of all fires in Mills and Elevators insured by

THE MILL MUTUALS in 1926.

Elevator Head and Boot Friction
Cleaning Machinery Bearings
Line Shaft Bearings
are largely responsible.

Anti-Friction Bearings
and

Elevator Legs properly constructed
to prevent chokes

WOULD HAVE PREVENTED THESE FIRES

*Write your insurance company or
this office today for particulars.*

Mutual Fire Prevention Bureau
230 E. Ohio St. Chicago, Ill.

GREETING CARDS

Keep up the Christmas Spirit with a message of cheerfulness, do it with holiday greeting cards.

— FREE —

A complete set of samples, Business or Personal greeting cards, or both, with price list, will be mailed promptly for your inspection.

AMERICAN EMBOSSING COMPANY
193-195 SENECA STREET BUFFALO, NEW YORK

TIMKEN *Tapered* Roller BEARINGS

The Most Enduring Motor Economy Ever Known

For any electric motors now ordered, and in any orders to be placed, specify Timken Tapered Roller Bearings. Motor manufacturers can build in for you the permanent economy and endurance of Timken Tapered Roller Bearings.

It means far more than the accepted anti-friction advantages!

Gone are the wear and waste of friction, not merely under radial load, but also under thrust and shock and speed conditions of every nature. For all forces from all directions there is self-contained extra load area in Timken Bearings—utmost rigidity—extreme simplicity and compactness—invincible endurance.

Lubricate Timken-equipped motors only a few times yearly. Their high-capacity, steel-to-steel, rolling motion maintains the original gap. No worry about burn-outs. Fast, non-destructive starting. No dripping. Overheating and insurance hazards ended. No alteration for floor, wall or ceiling position on any type of drive!

All industry knows these characteristic Timken economies. Timkens have been proved not only in motors, but by the terrific load, shock and thrust in rolling mills; by the precision requirements of machine tool spindles; by speeds of 15,000 r.p.m.

Exactly where electric motors have been weakest you get the greatest durability, by specifying Timken Tapered Roller Bearings in the motors you buy.

THE TIMKEN ROLLER BEARING CO., CANTON, OHIO

THERE IS ONLY ONE WAY TO THE MOST ENDURING MOTOR ECONOMY EVER KNOWN—THE EXCLUSIVE COMBINATION OF TIMKEN POSITIVELY ALIGNED ROLLS, TIMKEN TAPERED CONSTRUCTION, AND TIMKEN-MADE ELECTRIC FURNACE STEEL